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CROCKERY and GLASS JOURNAL

NEW YORK, JAN. 1, 1914.

THE CONDITION OF BUSINESS.

New York Business has been exceedingly quiet since our last issue, as was naturally to be expected. Sales in the warerooms were practically nil, the mails brought very little, and as all the travelers are at home the total volume was exceedingly small.

Retail trade just before Christmas was very brisk. The stores were thronged, but it was noticeable that while in number the purchases were large, the money value was not very great, as the cheaper classes of goods were those that sold the best. Toy department managers say they had one of the best seasons in years, and the racks in the different establishments prove the assertion. Outside of the city trade was excellent. Not in many years will the stock sheet balance at the beginning of a new year show so small an array of crockery and glass as will be seen this year. This argues well for the future.

A marked spirit of optimism is beginning to prevail. It is the consensus of opinion among merchants and bankers that the coming year will be very much better than the one that has just faded into history. The currency bill having passed, the banks are hastening to avail themselves of its provisions; and while it is said to be far from perfect, it is admitted by a very large number of prominent financiers, including some who were totally opposed to the measure, that it is better than anything the country has had for a long time. It will take a little time for conditions to adjust themselves, but eventually the bill will unquestionably afford relief.

All that is lacking is confidence. There is as much money in the world as ever, and as much wealth in

crops as ever, if not more. If the people will only loosen their purse-strings and square up their accounts, thereby putting money in circulation, business will go on in good shape.

Merchants owe less than they have for years. Bank statements show that deposits are large in proportion to the business being done. This proves that people who can pay are not paying, and if they would only begin to liquidate we should all be astonished at how quickly conditions would improve.

Prospects are exceedingly good. There seems to be no reason why people should not buy crockery and glass. After nearly five years of slow buying consumers must naturally be in need of wares. They can go on for a time with a few pieces on the table, but eventually they must replace them, and it appears as if that time was close at hand. Salesmen should show prospective buyers that they are hurting their own business by not ordering enough to supply the coming demand.

East Liverpool and Vicinity All the potteries are starting the new year with a fairly good volume of orders on file, and January 5 will see the plants in active operation.

Buyers will start to come into the district during the coming week, and will add to the business already booked.

Pittsburgh and Vicinity Orders have naturally been few in the glass trade during the past week. Buyers and department store heads are engrossed in making inventories, and until this task is completed only absolute im-

mediate requirements will be specified. Manufacturers, however, are anticipating normal conditions within a short while, and the January exhibit in this city is expected to create a lot of new orders.

EMPTY SHELVES HURT BUSINESS.

AN incident occurred in a Broadway shoe store recently which indicated that even partly empty shelves are a decided detriment to business. A customer in the men's department was trying on some fall shoes, which were just being put in stock, but seemed unable to find anything to his liking. Looking at several partly empty shelves in the department, he said: "I see that you haven't all of your fall styles in yet." Then he reached for his old shoes, saying that he would be back when the stock was more complete. While the clerk was fastening up the shoes he tried to talk the customer into waiting until he went to the stock room for some more new styles, but the empty shelves and the prospect of a delay offset his efforts. As the man started for the door a customer in the women's department, who had overheard the conversation and who was also having trouble in getting fitted, saw some empty shelves on her side of the store. She said that she, too, would be back later, and left the store as quickly as she could.

Just read "crockery" instead of "shoes" and it will fit our trade exactly. It happens every day.

EXPRESS RATES LOWER AFTER FEB. 1.

A CAREFUL analysis of the new parcel post rates discloses the fact that notwithstanding the reductions just announced, the rates will still be materially higher on heavy packages than those prescribed by the Interstate Commerce Commission for express companies, which take effect February 1. There will be, however, in the interim between January 1 and February 1 a distinct advantage in shipping even heavy packages by parcel post, but after the new rates of the express companies become effective this advantage will disappear. After February 1 the parcel post's uninsured rate for 50 pounds to Newark, N. J., for instance, will be 54 cents. If the package is insured for \$50 it will be 64 cents. The express rate from New York to Newark on a package weighing 50 pounds which is insured by the express company for full value up to \$50 will be only 37 cents. It will, therefore, be seen that for packages of extreme weight the post office offers no inducement to the shipper, notwithstanding the fact that it requires him to deliver the shipment at the post office, when, on the other hand, the express company will call for it.

The rate between these points on a 20-pound package by express would be 28 cents. The parcel post uninsured rate would be 4 cents less, but if insured for \$25 would be 1 cent more, and if insured for \$50 would be 6 cents more than the express charge.

In Zone No. 2 (New York to Philadelphia), uninsured 20 pounds is 24 cents, insured 34 cents; by express exactly the same.

In Zone No. 3 (to Baltimore), uninsured 20 pounds 44 cents, by express 36 cents.

In Zones Nos. 4, 5 and 6 (to New Orleans), 20-pound package \$1.61, by express \$1.06—a difference of 55 cents in favor of express. To Kansas City such a package will cost by post \$1.61, while the express rate will be only 86 cents—a difference of 75 cents in favor of the express method. Any shipment weighing more than 3 pounds going to Kansas City would go cheaper by express than parcel post.

If the insurance charge of the post office is added it is found that in many instances the express rate is lower on even 2-pound packages than the postal rates.

SAN FRANCISCO AND THE COAST.

CROCKERY and glass managers at the retail stores report holiday sales up to last year's record. Prospects for 1914 are considered good by the wholesale trade.

A. A. Otto, Coast manager for the Pittsburgh Lamp, Brass and Glass Co., is at headquarters for a couple of weeks getting his lines in shape for 1914.

B. F. Heastand, local representative of the Fostoria Glass Co., expects to get out among the trade again early in January after being incapacitated for a long time.

A new china store has been opened at 720-22 South Hill street, Los Angeles, by the Jantzen-Railsbach Co.

J. U. Northman and Albert Fantil have taken over the interest of J. Calisher and others in the Calisher store in El Paso, Tex., and a number of new departments are to be added, including housefurnishings, crockery and glassware.

Leo Himmelstern has been laid up for several days with a sprained foot.

E. D. Clarabut, manufacturers' agent with a number of cut glass and pottery lines, has been at headquarters here the past month taking care of late fill-in requirements of his trade, but he expects to go on the road again immediately after the holidays.

Howard Thomas, Wenatchee, Wash., has moved to larger and more desirable quarters. A special compartment has been fitted up for the display of cut glass and fancy china.

G. H. Otto, traveler for Julius A. Young with the T. B. Clark cut glass line, plans to leave on a circuit of his territory early in January.

THE METROPOLITAN MARKET

Carpenters and decorators are busily engaged in transforming the rear part of the second floor of Mad-dock & Miller's showrooms into a display room for the Wileman & Co. line, for which the concern has just taken the American agency. Part of the samples have already arrived and are waiting to be put on display.

During the lull in business over the holidays the agents have found plenty to keep them busy in taking inventories and making ready for their 1914 samples.

J. J. Hines has received very encouraging initial orders on his new line of French crystal. One end of the showroom has been given over to the display of the large assortment of samples, which includes a complete line of stemware, decanters, bowls, vases, and numerous odd pieces.

The latest achievement of the Baccarat glassware factories being shown by A. Gredelue is a line of fancy perfume bottles for which it is easy to predict a successful future. They are very artistic and distinctly original.

Wm. D. Finke is displaying at his showrooms a portion of the season's new samples from the Krantz-Smith factory. In the display were noticed several pieces never before seen in this factory's stock. The new cuttings, which are called the "Eminence" and the "Ontario," are extremely effective and decidedly unusual, and bid fair to outrival their predecessors. Among the new pieces thus far shown are a full line of odd vases, candlesticks, bowls of various sizes and shapes, ice cream and bread trays, sweet pea vases and fern dishes.

When the crockery men at 41 West Fourth street reached their warerooms the day before Christmas they were not overjoyed at what they saw. A clothing manufacturer on the top floor had had a fire a little after six o'clock on the previous evening and the firemen had played a lot of water on the blaze. While the flames did not reach H. C. Edmiston's room, the water did,

bringing a lot of plaster with it. He had opened a new lot of china plates that day, and now they are "sherds." His loss may reach \$500. Meakin & Ridgway had a drenching, but lost only a few dollars' worth in breakage. A. Gredelue had no breakage, and his loss by water was so small that he made no claim on the insurance company.

The first installment of the 1914 samples from Takito, Ogawa & Co. are being displayed at the showrooms of Cox & Lafferty, who represent the concern in this city. The new goods include many distinctive and unique designs in white bone china that cannot help but enjoy a big measure of popularity. The display consists of cake, celery, chocolate, tea and dresser sets, vases, and a number of odd pieces.

The J. D. Bergen Co. are showing several new items that are quite out of the ordinary, among them being an eight-day cut glass clock, said to be the largest ever made in this country. Another is a punch bowl with a silver-plated rim on which to hang the cups, combined with a metal base and tray. This makes an exceedingly pretty set.

Fondeville & Van Iderstine have just received a very beautiful pamphlet souvenir commemorative of the visit to the Potteries of King George and Queen Mary last April, issued by Wedgwood & Co., Tunstall. It contains portraits of their majesties, a cut of the factory, and a brief history of the firm, together with illustrations of some of their ware. The historical details are very interesting. The business was established in 1835 under the style of Podmore, Walker & Co. at the Well Street Pottery, Tunstall. Later the Swan Works in High Street, Tunstall, were taken over, and while there they were joined by Enoch Wedgwood and the style of the firm was altered to Wedgwood & Co. After some years a removal was made to the Unicorn Works, where they catered mainly to the American trade, producing only white granite and lustre band and sprig goods. Their trade developed rapidly, and in 1899 they moved to an entirely new building erected on

Brownhills. In 1900 the business was converted into a limited liability company. Every modern appliance is employed, and they do their own grinding of raw materials. An idea of the character of the company may be gained from the faithfulness of their workpeople, one of whom has been steadily in their employ for fifty-three years and another for forty-five years.

Beginning with the first of the year S. Sipser takes on two additional lines—reed lamps from a Western factory said to be one of the largest in the country, and an excellent assortment of aluminum percolators, tea-pots and cooking utensils from a New England concern.

The Cosmopolitan Hotel, corner of West Broadway and Chambers street, closed its doors on Tuesday. Like the Astor House, it was once a favorite with crockery buyers, and was the last of the one-time big hotels down town.

W. S. Pitcairn has issued a pretty New Year's card on which is a picture of an old London watchman with stave and lanthorn—copied from a decoration on Doulton china.

Frederick Skelton, who represents the Beaver Valley Glass Co. here, reports that the factory has greatly increased its facilities by the erection of a new furnace which will hereafter insure prompt deliveries.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending December 30, 1918.

ANTWERP

188 packages glassware.....	B Gunthel
4 " ".....	Bawo & Dotter
7 " ".....	Geo Borgfeldt & Co
27 " ".....	Graham & Zenger
10 " ".....	Miscellaneous Orders
1 " earthenware.....	Bawo & Dotter
6 " ".....	E R Thieler
39 " ".....	L Straus & Sons
21 " ".....	Miscellaneous Orders
13 " toys.....	Geo Borgfeldt & Co
4 " ".....	Miscellaneous Orders

CHRISTIANA

11 packages glassware.....	Fensterer & Ruhe
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HAVRE

55 packages chinaware.....	Wm Guerin & Co
33 " ".....	Haviland & Abbot Co
18 " ".....	Herman C Kupper
2 " ".....	Haviland & Co
21 " ".....	Justin Tharaud
24 " ".....	Vogt & Dose
12 " ".....	H R Churchill
23 " ".....	Miscellaneous Orders
89 " glassware.....	E Utard

HAMBURG

22 packages glassware.....	L Straus & Sons
6 " ".....	W R Noe & Sons
5 " ".....	Herman C Kupper
20 " ".....	Geo Borgfeldt & Co
7 " ".....	Bawo & Dotter
26 " ".....	Fensterer & Ruhe
49 " ".....	Miscellaneous Orders
22 " earthenware.....	Geo Borgfeldt & Co
2 " ".....	F W Woolworth & Co
4 " ".....	L D Bloch & Co
3 " ".....	J Palme
2 " ".....	G F Bassett & Co
18 " ".....	C L Dwenger
7 " ".....	Lazarus & Rosenfeld
163 " ".....	Miscellaneous Orders
32 " toys.....	B Illfelder & Co
70 " ".....	Miscellaneous Orders

FIUME

44 packages glassware.....	J Palme
70 " ".....	L Straus & Sons

LIVERPOOL

69 packages earthenware.....	W S Pitcairn
93 " ".....	E Boote
12 " ".....	Fondeville & Van Iderstine
17 " ".....	O Goetz
47 " ".....	Maddock & Miller
15 " ".....	G F Bassett & Co
10 " ".....	Meakin & Ridgway
4 " ".....	Bawo & Dotter
7 " ".....	W H Plummer
51 " ".....	Haviland & Abbot Co
19 " ".....	A G Moment
156 " ".....	Haviland & Co
27 " ".....	Miscellaneous Orders
5 " glassware.....	Rowland & Marsellus Co
31 " ".....	Meakin & Ridgway
39 " ".....	Miscellaneous Orders

GLASGOW

10 packages glassware.....	H A Rogers & Co
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SOUTHAMPTON

5 packages earthenware.....	L D Bloch & Co
5 " ".....	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

18 packages earthenware.....	Jones, McDuffee & Stratton Co
1 " ".....	Stone & Downer Co
3 " ".....	P L Carbone
42 " ".....	Mitchell Woodbury & Co
1 " ".....	Richard Briggs & Co
2 " ".....	Rowland & Marsellus Co
5 " ".....	Miscellaneous Orders

ANTWERP

55 packages earthenware.....	Jones, McDuffee & Stratton Co
1 " ".....	First National Bank
97 " ".....	Miscellaneous Orders

HAMBURG

11 packages earthenware.....	Jones, McDuffee & Stratton Co
2 " ".....	Chas Emerson & Son
1 " ".....	B Illfelder & Co
40 " ".....	Welsbach Co
51 " ".....	J E Berry
19 " ".....	Wm R Noe & Sons
15 " ".....	L Wolf & Co
12 " ".....	Miscellaneous Orders

BREMEN

5 packages earthenware.....	Geo Borgfeldt & Co
9 " ".....	First National Bank

Illuminating Devices.

Hanging, Stand and Portable Lamps; Lighting Glassware, indirect and semi-indirect; Domes, Shades, etc.

LAMP and illuminating glassware manufacturers express themselves as being well satisfied with the condition of business in this line. Orders for the Christmas trade were very satisfactory, and exceeded in many instances their expectations. Portables are steadily gaining in favor, manufacturers having succeeded in turning out at surprisingly low cost such really artistic and tasteful examples as to influence the increase in sales to a remarkable degree. At a number of warerooms the past year's samples are now being closed out at a considerable reduction from the original prices, and offer excellent opportunities to secure goods for either regular or special sales at attractive figures.

Many novelties in electric portable lamps will be found in the excellent assortment shown by Bawo & Dotter. A very substantial-looking library lamp which will lend itself well to the present ideas in home furnishing has an imported pottery base in either brown or green, with glass shade to match. This is shown in several different shapes and sizes.

Nothing more dainty could be imagined than the exquisite Dresden electric lamps, fitted with both Empire and umbrella shades, displayed by L. Straus & Sons.

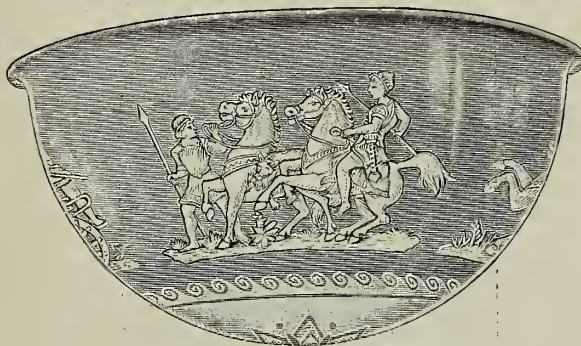


There is most a comprehensive showing in styles and sizes, and the prices range from \$4.50 for a small boudoir lamp to \$50 and \$60 for a large table lamp.

An excellent assortment of fancy electric glassware is being shown by Max Schaffer. The display includes

many unusual patterns in imported ware. Mr. Schaffer makes a specialty of bead and fringe goods.

Gillinder & Sons are having excellent success with their line of Persian illuminating glassware, which in-



cludes numerous patterns in wonderfully attractive deep-etched designs on bowls for semi-indirect lighting, with electric showers as well as inverted gas fixtures to match.

The Turner & Seymour Mfg. Co. are closing out many of this year's designs in electric portables at special reductions. The factory is now preparing an extensive new line for the coming season, and E. B. Brady, the New York representative, states that only those patterns that have proven too popular to discontinue will be retained.

One of the most popular patterns in the Crown Novelty Co.'s excellent assortment of electric portable lamps is the scenery shade with sunset glass. This pattern is also shown in hanging domes. There are many other equally pretty designs in all finishes and at all prices.

A buyer of lighting glassware who recently visited the market looking for semi-indirect fixtures asked the salesman to show him the line of "delayed transmission lights."

O. O. Friedlander expresses great satisfaction with the condition of business. The demand for his cristolier line is rapidly increasing, and he reports that the busi-

ness done during the past month exceeded by fifty per cent any previous month he has had.

The Pittsburgh Lamp, Brass and Glass Co. have had such excellent success with their portables with glass shades in ruffled silk effects that the line will be continued the coming year and will also be increased by the addition of many new ideas, colorings and several new sizes not heretofore made.

A line of lamps that is attracting a great deal of attention now being shown at the Royal Copenhagen Porcelain warerooms contains some wonderfully-ex-



BY E. P. GLEASON MFG. CO.

ecuted animal studies with silk shades in harmonizing colors. The display also includes porcelain-base reading and night lamps, the latter being effected by a light in the base, giving a very subdued and restful effect. These have imported hand-painted calfskin shades in unique designs to correspond.

An extensive new stock of white Japanese vases has just been received by the Japanese Fan Co., comprising many shapes and sizes particularly suitable for lamps.

The buyer will always find the Edward Miller & Co. stock of portables and lighting fixtures of special interest, as the concern's designers are constantly at work on new patterns, with the result that their line is always thoroughly up to the minute.

THE PITTSBURGH EXHIBIT.

It is difficult to say just now who will and who will not make displays at the Ft. Pitt exhibition. There are always a number of stragglers, and some late comers are sure to be listed upon the bulletin board in the hotel lobby.

C. P. Reddrop has advised the hotel management to cancel his January reservation, as the firm will not show. The note said that the Summit China Co. has a large volume of business on hand, and therefore will be unable to make January contracts here.

The Hall China Co., East Liverpool, closed last Saturday for room 780.

Bryce Bros., Mt. Pleasant, Pa., got on the job New Year's Day. Next to come was the Cambridge Glass Co. Both concerns are usually about the first ready to receive the visiting trade.

The Westmoreland Glass Specialty Co. and the Keystone Lines, which are being shown at the Ft. Pitt this year under the direction of R. B. Reineck, was the first display to be arranged. Early last Monday Mr. Reineck registered at the Pitt, and an hour later carpenters were at work in suite 720-722 arranging display tables and erecting wall mirrors.

C. C. Cullen, of C. C. Cullen & Co., Knoxville, Tenn., was one of the early arrivals. He arrived on Tuesday.

Joseph C. Davis, with the Smith-Phillips China Co. for a number of years, has severed his connection with that company and become associated with the Trenle China Co. He will have charge of the exhibit of this line at the Fort Pitt, and will be quartered in room 700.

AT CHICAGO.

BUSINESS between Christmas and New Year's is always dull, as a matter of course, and this year was no exception to the rule. Prospects for the year just beginning are excellent.

Henry Fox has taken the representation in this city of the New Martinsville (W. Va.) Glass Co.

Walter S. Andrews has added to his lines the cut glass of Thos. B. Campbell & Co., Brooklyn, N. Y.

Frank W. Gardner, general manager of the new Cut Glass Products Co., spent the holidays, together with his family, at his home town, Ionia, Mich.

A new representative for the Cambridge Glass Co. is expected here this week. The line was formerly represented here by S. P. Kenny.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Exhibitors have begun to arrive at the Ft. Pitt Hotel. The seventh floor of this house, known as "Glass Row," will be a very busy place next Monday. Buyers are expected early, and a big season is looked for.

The Fostoria Glass Co., Moundsville, W. Va., resumed operations in full in all departments December 26, Christmas Day being the only holiday taken. Business with this company is of the best, and the enlarged plant will have all it can do for months to come.

The retirement of Frank E. Freese from the Ripley Glass Co., Connellsville, came as a great surprise last week. Mr. Freese is favorably known from one end of the glass world to the other. For many years he was in charge of the credit department of the United States Glass Co., and left that concern to become associated with the Ripley interest as secretary-treasurer. As noted in our last issue, Albert Frank, the oldest salesman with this company, also retired from the organization January 1. J. S. Barker succeeds Mr. Freese, assuming his duties January 1.

Thomas Butcher, of the Central Glass Works' sales department, spent a few days here last week arranging for his January exhibit at the Ft. Pitt.

A new Pennsylvania State law will create business for the glass manufacturers. This law provides that all corporations must supply individual drinking glasses for their employees. While some firms may only require a few dozen blown or hotel tumblers, the total consumption of these items, should the law be lived up to, will be very extensive. The law is already in effect, and a penalty is attached for violations.

J. A. Hemple, of the Philadelphia office of the United States Glass Co., spent a few days at the home office last week.

Robert Scott, who has been connected with the china and glass department of the Schenk China Co.,

of this city, has left that firm, and will go into the china and glass brokerage business here on his own account.

Tenders are being asked by Ripley & Co. for the construction of a fifteen-pot furnace at the Connellsville plant. The concern hopes see to erection started by January 15. The annual meeting of this corporation will be held on the latter date.

Some large wholesale confectionery and drug houses in this district last week made a strenuous effort to place 1914 contracts on the 1913 basis. In each instance the buyers were turned down with the statement that "there will be nothing doing until after the first."

The United States Glass Co. showed for the first time this week its latest creation, the "Georgian" or No. 15,152 line. It is in a rich crystal lead glass and consists of forty or more pieces, including a number of specialties. It is a colonial pattern, and the advance samples created a lot of inquiry. Another new line is No. 15,150, an "art-cut" pressed glass pattern, exceptionally brilliant. A new decorated line is also being shown. The company has just issued new price lists for all factories to conform with changes which have recently been made based upon "what the goods cost."

Election ballots of the Western Glass and Pottery Association were mailed to the members last week, to be marked and returned to the secretary at once. The annual meeting will be held in the Ft. Pitt Hotel on the evening of January 9 at eight o'clock.

Repairs to furnace were completed and the plant of the Jefferson Glass Co., Follansbee, W. Va., started full in all departments Dec. 26 with order books well filled.

Full lines of the Fenton Art Glass Co., Williams-town, W. Va., are now being displayed in suite 309-310 Henry W. Oliver Building, this city, under the direction of George Mortimer. Many new creations are shown, notable among which are popular-priced cut vases, sugars and creams and water sets.

FOUNDED IN 1874.

Crockery and Glass Journal

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JAN. 1, 1914.

NEW YEAR RESOLUTIONS.

WITH the beginning of the new year there will no doubt come many good resolutions, for there is no one living who cannot improve himself in one way or another by making an effort to achieve better things in the coming year than in the past.

This is a time to not only strive to overcome personal imperfections, but a time to give business much serious thought and try and see where improvements can be made; for no matter whether the business is large or small, and no matter how systematically conducted, many things may be found that can be changed for its betterment.

This is the time to map out an advertising campaign for the next twelve months and instil the most up-to-date and progressive methods in your business. Do these things thoroughly and intelligently, and after the year 1914 has passed it is safe to predict that when you sit down and figure up you will be ahead in dollars and cents, to say nothing of the satisfaction derived from doing your very best.

STILL INVESTIGATING.

IN his annual report, William C. Redfield, Secretary of Commerce, referring to the investigation of the American pottery industry, says:

A request from the manufacturers of pottery in the United States for an intensive study of their industry resulted in a decision to make a careful survey of that subject, not as in direct relation to the pending tariff

legislation, but as a definite promotive contribution to the commercial history of the country. Such a study was begun in May and is still in progress. When completed it is hoped that the resultant report will be an authoritative and accurate picture of the conditions in the pottery industry, informing not only to the public and Congress, but also even to those actively engaged in that industry. The work has already progressed far enough to make it seem certain that the result of the inquiry will be of great interest and of definite practical value.

"The advantage of a non-partisan and disinterested study of such a subject does not need to be pointed out at this time. Nothing is more certain than that public opinion is fixed as to the desirability of having official records of this character available, both for the promotion of commercial efficiency and for use when legislation affecting an industry is to be considered."

PERSONAL.

AMONG the many salesmen traveling out of New York there is not a more conscientious, hard worker nor one who has more friends than O. L. Sutherland, who does the West and Far West for Geo. F. Bassett & Co. He will leave next Monday night for a short trip, making Cincinnati his first stop and returning by way of Pittsburgh. He will be here to meet the visiting trade about the middle of February, after which he will start for the Coast.



B. Tomby left last Sunday for a week's visit to his Canadian office in Toronto.



M. H. Sloane, of the Potomac Glass Co., was visiting the New York store this week as the guest of Thomas Edge.



H. Siegel, with L. Straus & Sons, who has been abroad in the interest of the firm, came home Monday morning on the George Washington. He said they had delightful weather all the way over.



John Fisher will call on the trade in the South with the Quaker City line the coming season, and left for that territory last Saturday.



Julius Palme arrived home on the President Grant Dec. 24, after spending several weeks in Europe visiting the factories which he represents.



Messrs. Brown and Ellis, from the George H. Bowman Co., Cleveland, accompanied by Edgar Bowman, a member of the concern, were visitors in the District

Saturday and Monday, placing orders for fancy goods and looking around to see what was new in the market.



V. W. Rushbrook, formerly representing a Boston concern, has been engaged by the Tajimi Co. to represent them in the Middle West, and starts on his trip January 3, as also do the other salesmen of the concern.



F. O. Shattuck, New England representative, and J. D. Dobbs, Southern representative of Geo. F. Bassett & Co., arrived in New York Monday to get up the new samples for their spring tours.



Blaine Walker, one of the New York office salesmen for the United States Glass Co., was married December 27 to Miss Corinne Dravo, of McKeesport, Pa. They are now on their honeymoon, and expect to arrive in this city January 5.



C. L. Horning, who for twenty-nine years has been with C. Dorflinger & Sons, leaves the trade to accept the position of general manager for the Hall & Rucke Co., wholesale druggists. It is an important billet, but he is fully capable of filling it.



F. G. Peters, New England representative of Cox & Lafferty, spent several days at the New York office of the concern last week preparatory to starting out with his 1914 line.



Edward Butler, with Fondeville & Van Iderstine, got home from his Pacific Coast trip last week and sailed Dec. 31 for a visit to the English factories to arrange for new goods for the coming year.



C. F. McDonald, well known in the trade, having traveled for the Mercer Pottery, Trenton, for many years, has engaged with Geo. F. Bassett & Co. as general salesman—that is to say, he will go over any and all territory the firm may direct.



Walter G. Browning, of R. H. Macy & Co.'s china department, was down in the District this week looking over the market. Mr. Browning, who was formerly in the West, thinks little old New York is about right.



Mr. Barbour, of Johnson & Barbour, London, Ontario, is here on his semi-annual buying trip and has placed good-sized orders with several of the wholesalers, both for immediate and later delivery.



Ed. Fraley, who had charge of the trucking at L. Straus & Sons for so many years, but was obliged to give up his position nine months ago because of illness,

is so far recovered as to be out again and visited the store on Tuesday of this week.



J. W. Murray, treasurer of the Frontier Glass Co., Buffalo, spent Monday at the salesrooms of F. W. Reichenbacher, the representative of the factory here. Mr. Murray was on his way home after spending Christmas with his parents at Bedford, Mass.



John Tucker left for the South on Saturday, where he will represent a number of lines on commission for the coming year.



Others buyers in town were F. H. Haskins, for Hills, McLean & Haskins, Binghamton, N. Y.; Miss Allatin Gable, for Holzheimer & Shaul, Amsterdam, N. Y.; S. E. Kaufman, Trenton, N. J.

RECEIVERS FOR THE SIEGEL LINE OF STORES.

RECEIVERS for the Siegel stores in New York and Boston were appointed in the United States District Court Dec. 30 on petition of the Siegel Stores Corporation.

The Siegel line of stores includes the Fourteenth Street Store and Simpson, Crawford Co. in this city, and Henry Siegel & Co. in Boston.

The Siegel-Cooper Co. of Chicago, which is a highly-prosperous concern with the same ownership, is not affected by the action.

The Greenhut-Siegel Cooper Co. has no connection with the stores involved in the trouble.

The following statement has been issued by counsel: "The institution of the present suit and the appointment of the receivers is a friendly proceeding, made in an effort to prevent a disruption of the different parts of this large enterprise, and to preserve the enormously valuable good will of this great business for the benefit of its creditors and customers and of the public generally. The receivers have been authorized by the court to continue the business, with the exception of the banking business carried on by the firm of Henry Siegel & Co. A separate receiver has been appointed for that firm and will proceed to liquidate the assets of the firm with the view of paying off the depositors as soon as possible. The concerns have been accustomed to a large line of banking credit, which has been very much curtailed during the past year. The individuals, Messrs. Siegel and Vogel, have contributed their entire personal fortunes as well as all of their energies toward saving the situation, and will continue to devote their energies in connection with the creditors toward a speedy reorganization and resumption of the business of the several concerns."

It is said that the department stores, private bank

and other enterprises owe in the aggregate about \$7,-500,000, against which there appear to be ample assets, which, however, can not be immediately liquidated. A little patience by creditors and perhaps reorganization will result in a payment in full of all claims. the receivers said.

Included in the liabilities is \$2,500,000 which Henry Siegel an his partner, Frank E. Vogel, as copartners and individuals, owe to the 15,000 depositors of the private banking institution. Of the \$5,000,000 remaining, the stores owe to banks of New York, Boston and other cities an amount considerably less than \$1,000,000, and the balance is owed to the Siegel Stores Corporation and to domestic manufacturers and importers for merchandise.

WESTERN ASSOCIATION BANQUET.

THE annual banquet of the Western Glass and Pottery Association will be held in the English room at the Ft. Pitt Hotel the evening of January 8. A number of innovations have been planned to add to the pleasure of the members and guests. Dinner will be served at 6:30 o'clock, and it has been arranged to have tables reserved for parties of four, six, ten, twelve and fourteen persons. Reservations for these are now being received.

Secretary Thomas W. Morris says: "The programme arranged will be such as to furnish entertainment and amusement of a high order. One speaker will be a man of national reputation whose subject will be one of interest to those engaged in the glass and pottery trade as well as all other commercial lines, and a talented lady will deliver an address on a subject of interest to the ladies as well as to the members. The instrumental and vocal music will be of a high order, and the menu will be eminently satisfactory.

"A number of seats will be reserved for those who are unable to make reservations in advance, so that all may be accommodated by application on arrival. It is recommended, however, that all who can do so will make reservations in advance, to insure satisfactory accommodations."

The following committees have been appointed to look after the arrangements:

Banquet—H L Dixon, J G Kaufmann, Thomas A Neely, W L Smith, H D Wintringer, Walter F Jones, Marion G Bryce, George C Thompson, Frank I. Simmers, W C Lvnch.

Reception—Arthur J Bennett, W H Cassel, James E Merry, Charles H Lang, David Cushwa, Wm F McNaugher, W C McCartney, H P Knoblock, Ernest Nickel, George H Trout, Henry C Tuttle, H C Fry Jr, W A B Dalzell, D C Jenkins, Nicholas Kopp, Samuel Stafford, James Hogan, Paul M Offill, S H Murray, S P Kenny, Edward G Minnemeyer, Edwin T Craig, Theo F Karnack, H B Whitney, W L Gaston, Walter C Minnemeyer, James H Jononnot, Frank G Bryce,

Joseph C Rent, Harry G Willetts, L P Martin, E P Ebberts, J C Deems, James D Wilson, Krider A Rock, Charles J Gill, D W Loomis, Joseph A Knox, Arthur W Kimes, Edward W Bryce, George W Cochran, Charles F Surles, Francis A H Lang, Samuel O Paull, Wm M Anderson, Albert A Graesser.

Printing—Thomas W Morris, Robert Rawsthorne, George J Eibel, R G West, M K Zimmerman.

Entertainment—W W Lang, Jos Taylor, William J Patterson, Peter N Brady, Frank G Bryce, A J Smith, Nathan Strausburger, Frank W Merry, Jas W Blaney, Wm T Tebbutt.

The speakers will be Dr. William M. Davidson, former Commissioner of Education of the District of Columbia, and recently elected Superintendent of Schools at Pittsburgh; Rev. Charles F. Regan, Midland, Pa.; Mrs. J. R. Johnston, Pittsburgh; Rev. George F. Williams, Buffalo, N. Y.; Hon. A. J. Barchfield, Congressman from the Pittsburgh district.

Miss Lucille Terrell will sing a number of the Indian compositions of Charles Cadman, the well-known Pittsburgh composer. Jack Roberts, baritone, member of the choir of the Third Presbyterian Church of this city, and the Greater Pittsburgh Male Quintette will also sing. Instrumental music by the Arbogast orchestra.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

to	Shipments week end'g Dec. 13 '13	Correspond- ing period 1912	Exports Jan. 1 to Dec. 13, '13	Correspond- ing period 1912
Boston	31	74	6654	6404
New York	163	320	8430	9883
Baltimore	55	93	5948	8080
Philadelphia	42	2	2217	2764
New Orleans	119		1524	1084
Newport News		3	76	72
San Francisco	86	22	1463	1434
Portland (Me.)	41	127	1524	892
Galveston		18	372	596
Portland (Or.)			203	377
Inland Points	35	22	723	805
Total	572	681	29139	32391

From the Freight and Shipping Circular of John Edwards & Co
Liverpool.

to	Shipments week end'g Dec. 6, '13	Correspond- ing period 1912	Exports Jan 1 to Dec. 6, '13	Correspond ing period 1912
New York	81	292	8342	9632
Boston	143	111	7244	6330
Philadelphia		70	2326	2859
Baltimore	168	127	5877	7987
San Francisco	3	50	1321	1417
New Orleans	2	11	1405	1087
Portland (Me.)	143	44	1487	866
Galveston	43		372	578
Newport News			76	66
Portland (Or.)		4	211	372
Inland Points	16	2	400	563
Total	599	701	29061	31769

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

All potteries in this district have added to their lines, rearranged their sample rooms, and are now ready for the influx of buyers which is expected early during the coming week. From letters the salesmen have received from their different territories there is ample reason for believing that the number of buyers visiting the district this season will be greater than ever before. Many Western department store buyers who have never been in this market have announced their intention of paying it a visit this year. The manufacturers have taken the buyers at their word and have made arrangements accordingly.

Herman Feistler, who has been an assistant to John McDonald, manager of the decorating department of the Knowles, Taylor & Knowles Pottery Co., for a long time, has left that concern to assume the management of the decorating shop of the C. C. Thompson Pottery Co., succeeding John Harris, who with Mrs. Harris will make a European trip.

Dealers in supplies say that not in years have the manufacturers been ordering in such liberal quantity as is the case just now. This indicates large business at the potteries for months to come.

George W. Ashbaugh, of the West End Pottery Co., is spending a season at Cambridge Springs, Pa., for the benefit of his health. He has been ailing with an attack of rheumatism for some weeks.

The Taylor, Smith & Taylor Pottery Co. have made many notable changes in their treatments, and more exclusive patterns are being offered this season than heretofore. The "Verona" plain shape has been greatly improved, and the "Pennova," a fancy shape, is to be had in a number of new treatments. This company has added a welded edge hotel line to its production, and it is to be had in both plain and decorated.

Ten new treatments are being shown by the Smith-
Wps China Co. on their "Princess" dinner shape.

These consist of the highest class of borders and sprays to be procured. Their local sample room has been rearranged, and the new effects are being shown here as well as at the Ft. Pitt Hotel.

The offerings of the Potters' Co operative Co. are on an elaborate scale. The new patterns are on the "Banquet" shape, and judging from the sample room display buyers will have no cause for worry about selections. W. C. Brown will have charge of the exhibit at the Colonial-Annex Hotel in Pittsburgh this month, while T. A. McNicol will remain at the home office to welcome visitors.

The Hall China Co. will present at the Ft. Pitt Hotel in Pittsburgh the entire assortment of the concern's vitreous fireproof cooking ware. This is the first time that such ware has been displayed during a January exhibition. The line was developed during 1913, and hardly a week passes without some addition being made. F. I. Simmers will have charge.

"Jasmine" is the name of the new fancy dinner shape of the D. E. McNicol Pottery Co. It is in quite a long variety of exclusive treatments. The concern is also showing a number of specialties, such as salads, jugs and calendar plaques. On the latter are many novel and attractive scenes, one in particular being a bird's-eye view of the Panama Canal.

Palm Bros., decal dealers of New York, sent to the managers of all the decorating departments in the district a holiday greeting in the form of a silk-lined case containing two French briar pipes.

The West End Pottery Co. are showing a new fancy shape, the "Empress," in twenty exclusive treatments. Their "Puritan," plain shape, has been "dressed up" and many new exclusive patterns are now being used on this offering. One of their specialties for the coming season is the "Reliance" assortment of thirty dozen pieces, consisting of salads, trays, jugs, cake plates, etc., to retail at twenty-five cents each. The entire line

will be displayed at the Ft. Pitt Hotel, Pittsburgh, this month, under the direction of J. P. Curry.

* *

When the floods receded from the Zanesville district last spring the municipal authorities confiscated a car of spar consigned to the A. E. Hull Pottery Co., of Crooksville, the officials believing the car to contain ground lime. Now the railroad company is making an effort to collect the cost of the spar from the city of Zanesville. Inasmuch as the pottery company never received the car, they did not have to pay for it, the railroad company settling the shipper's claim, and in turn is seeking reparation from the Zanesville officials.

✱

With the closing of a highly prosperous and successful year, the Maddock Pottery Co., is planning to erect two additional kilns for the burning of enamel ware. These kilns, like others for the same class of ware at the Maddock plant, will be constructed for the burning of oil instead of coal, this pottery having adopted oil three years ago for the firing of all its enamel kilns.

* *

The Trenton Potteries Co. announces that it will build a \$30,000 addition to the Delaware Pottery.

The movement to divide the \$500,000 "defence fund" started by the Western operative potters is causing no end of uneasiness among the men in Trenton. Vice-President Frank H. Hutchins of the N. B. O. P. says that if it goes through it will wipe out the death fund benefit, cripple the tuberculosis fund, and leave the potters at the mercy of the employers.

✱

Fred Sebring, president of the Saxon Sebring, O. China Co., as usual gave his annual Christmas treat to the children and mothers of Sebring. A large hall was procured, and in addition to old Santa being present, there were hundreds of boxes of confectionery and over a thousand oranges given away. An added attraction was the showing of three reels of "movies."

✱

The Guernsey Earthenware Co. will erect a mammoth addition to the present plant on the west side which will increase the capacity two and one-half times greater than it is now. Six kilns will be built at once, leaving room enough in the addition for three more, and each will be 33 1-3 per cent larger than the present kilns. Work will begin at once, and the management hopes to have the new plant in full operation by June 1st. The addition will contain one building 250 feet long by 50 feet wide, and the remaining space will be divided into four other buildings, all joined together. These buildings will be of brick, as near fireproof as possible, and up-to-date sprinkling devices will be installed as further

protection. In order to furnish adequate power for this great plant a power house 40 x 80 feet will be erected and will contain three boilers of 100 h. p. each and a new engine of 200 h. p.

The company at present employs from 160 to 180 people, and when the new part is in operation 200 more will be needed. It will be one of the largest potteries of its kind in the world.

Not only will the famous Guernsey earthenware continue to be made at this plant, but other lines will be produced. Among them is a line of earthenware similar to Loyatt's Langley ware, now made in England. Nothing of the kind has ever been produced in the United States.

* *

T. M. Bond and others have formed the Oxford Pottery Co., at Combridge, O., with a capital stock of \$50,000.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

Special Notice.

THE CROCKERY BOARD OF TRADE OF NEW YORK.
NEW YORK CITY, December 26, 1913.

Notice is hereby given that the annual meeting of the stockholders of The Crockery Board of Trade of New York for the election of four trustees for the ensuing three years, and for the election of officers for the ensuing year, will, in accordance with the by-laws of the corporation, be held at the Hardware Club, New York City, on Thursday, January 15, 1914, at 12:30 o'clock p.m.

By order of the Trustees,
L. S. OWEN, Secretary.

SITUATIONS WANTED.

AN OPPORTUNITY. - A well-known, successful salesman, with large clientage among the china and crockery trade in all the prominent cities of the country, backed with extended experience, is open for an engagement January 1st next. Equally conversant in foreign or domestic lines. Gilt-edge references. Please address ADVERTISER, this office.

BUSINESS OPPORTUNITIES.

WANTED—By up-to-date, reproductive German printers of ceramic transfers, having already been trading for a number of years in the United States of North America, an experienced and smart agent with good connection amongst china and earthenware manufacturers, who would be willing to buy for cash. Apply, with full particulars, to B. J. 5820 an RUDOLF MOSSE, Nurnberg, Bavaria.

You can increase your profits with a cost system.

W. E. LANGDON,

Certified Public Accountant. Efficiency Engineer.
Resident Pittsburgh Representative.

Harrison Building, Columbus, O.

... SPECIALIST ON GLASS INDUSTRIES. ...

J. T. FULLER,

EFFICIENCY ENGINEER, PUBLIC ACCOUNTANT
Columbus Savings and Trust Bldg., Columbus, O.
Cost and Efficiency Systems. Audits. Appraisals.

Hall's Fire-proof Cooking China

LEADLESS GLAZE.

Cannot Craze, Crack or Absorb.

BEST VITREOUS WHITE CHINA BODY.
BROWN UNDERGLAZE COLOR OUTSIDE.

Made in all the articles necessary for cooking and serving in Hotels,
Restaurants, Cafes, etc.

BAKERS,
RAMEKINS,
CUSTARDS,
COCOTTES,

PUDDING DISHES,
AU GRATIN DISHES,
SHIRRED EGG DISHES,
RAREBIT DISHES.

Sold Only Through Wholesale Dealers.

Buyers are invited to inspect this line on display at factory, East
Liverpool, O.; also Fort Pitt Hotel, Pittsburgh, during January.

THE HALL CHINA CO.,

EAST LIVERPOOL, OHIO.

JOTTINGS FROM BOSTON.

AFTER-Christmas reports from the department stores carrying crockery, glass, toys and housefurnishings are to the effect that on the whole their trade was most satisfactory, and in some cases made new records, but that the sale of high-priced goods fell off, the customers devoting most of their attention to the low and medium-priced articles. They bought enough more of these, however, to bring the totals up.

Several of the large stores made a rule this year against the giving of expensive gifts to heads of departments. The custom of collecting from the employees, many of whom could ill afford to give, but who dared not refuse because of fear that they might come into disfavor with someone "higher up," had become a nuisance. The following notice was issued by one big store: "The management wishes to express itself as not being in favor of giving of holiday gifts by employees to one another or to executives. The management feels that every employee is required to spend a great deal of money for gifts for members of his family, and that he should be relieved of the feeling that he should give in the store. Please try to prevent the giving of gifts in your department."

There is deep sympathy among the trade here for the C. T. Sherer department store in Worcester because of the fire which caused \$250,000 damage to its building

and stock a few days ago. The blaze started in the seven-story annex, and the large Christmas stock of toys, china, glass, housefurnishings and dry goods in that building—the most valuable that the store ever had on hand—was either completely destroyed or damaged by smoke and water. Within fifteen minutes after the fire had been discovered the upper stories were in flames. Four hundred rubber covers were spread by the patrol and saved many thousand dollars' worth of goods. J. F. Sherer, treasurer and general manager, arrived quickly and took charge of the situation inside the main store, and with thirty or forty buyers and other employees did good work. "The stock in this store," said Mr. Sherer, "was worth around \$500,000. I consider it damaged at least one-half, and probably more. The fire coming at this time robs us of the cream of the year's business. We are covered by insurance with a blanket policy." This is the second fire in Sherer's within three years, and the largest in Worcester in ten years.

Thomas Edward Chamberlin, formerly a well-known figure in the crockery and glass trade in this city, died at his Brookline home the other day at the age of seventy-nine. He had not been well for five years. During his business career Mr. Chamberlin was for many years associated with Norcross, Mellen & Co., and later he was connected with the hardware trade and president of the New England Hardware Association. He retired about ten years ago.

The Fenton Art Glass Company

Williamstown, W. Va.,

ORIGINATORS OF IRIDESCENT GLASSWARE.

IRIDESCENT

Vases, Fruit Bowls, Punch Bowls, Water Sets, Nappies, Novelties.

DECORATED

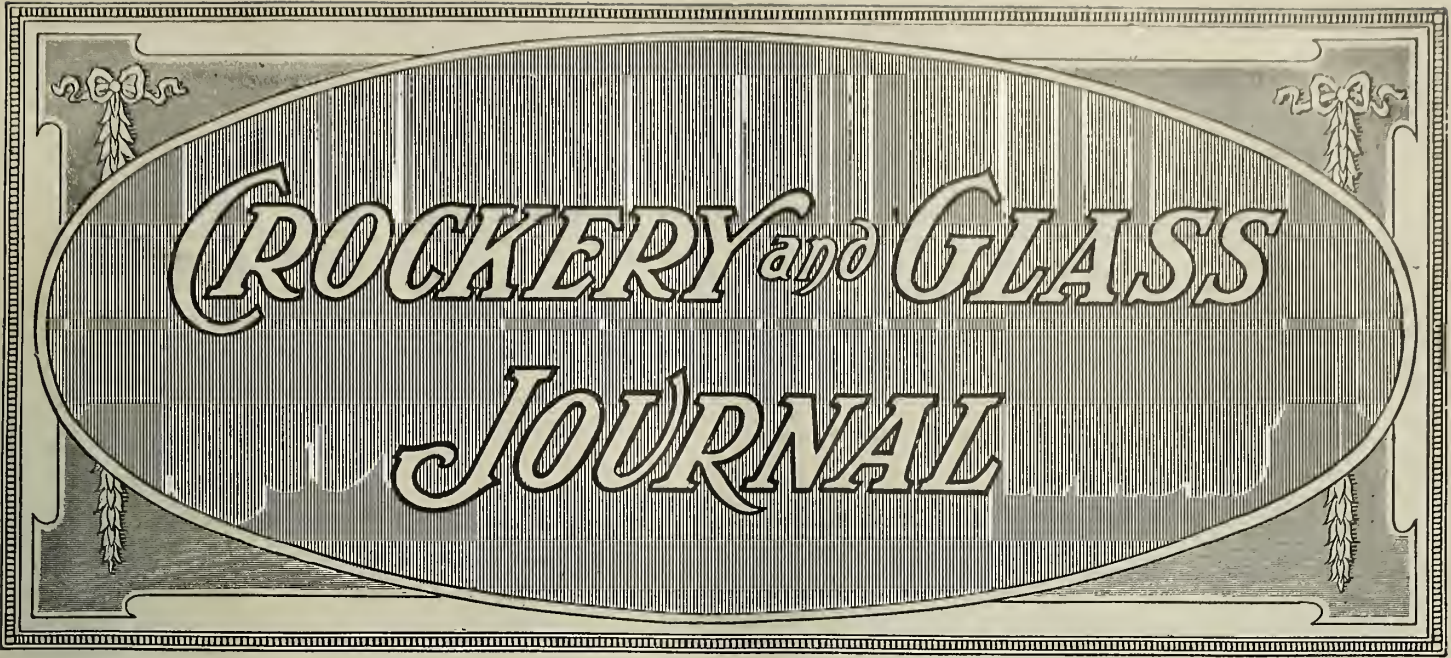
Water Sets, Berry Sets, Table Sets.

CUT

Water Sets, Sugar and Cream Sets, Tumblers, Vases.

Pittsburgh Sample Room, 309-310 Oliver Bldg.

New York Sample Room, 59 Park Place.



CROCKERY and GLASS JOURNAL

NEW YORK, JAN. 8, 1914.

THE EXHIBIT AT PITTSBURGH.

WHILE not as many exhibits of glass and pottery are quartered in the hotels at Pittsburgh during this month as there were a year ago, yet enough are on the ground to keep visiting buyers interested for a week if they have that much time to put in. Many new creations are to be seen, and exceptional values are noted here and there. A goodly number of buyers arrived Sunday and Monday. The bulk of the displays are quartered at the Ft. Pitt, although a few are registered at the Colonial Annex and Hotel Henry. One or two are expected at the Anderson later in the month.

Indiana Glass Co.—Two new table lines are being shown by this concern—an embossed grape effect, created for decorating purposes, and an imitation cut line. A general line of tableware is shown, together with many new treatments on lamps. Jugs, bar goods and jars are also on display, together with several specialties.

Brush McCoy Pottery Co.—Twenty-four complete lines of jars and pedestals in all sizes are shown by J. F. Daley—the largest exhibit the company ever made in this market. Among the new treatments is the “Oakwood,” a close imitation of real oak, the “Ægean,” a matt glaze with a white raised Grecian border, and the “Roman.” A host of specialties are also on display.

Bryce Bros. Co.—This company is occupying the same suite on the first floor at the Ft. Pitt as usual, and the display will remain intact until the latter part of the month.

Phoenix Glass Co.—Table lighting devices as prepared for 1914 by the Phoenix Glass Co. are arranged in rooms 773 and 784. A most bewildering array, suitable to those desiring the exclusive “Period” lines—Colonial, Louis XV. and Adams Bros.—in electric or

gas portables. There are charmingly decorated designs showing floral and scenic effects of greatest merit, artistic and practical. For the jobber seeking a nucleus for his travelers there is a fine arrangement of most desirable numbers, splendid variety in styles and price, showing advanced ideas and great improvement over previous efforts. The Phoenix Glass Co. continues each year to improve its product, and every feature of the exhibit is of the highest merit. A generous amount of orders cannot fail to result from this beautiful display.

Lancaster Glass Co.—Crystal decorated tableware is the leading feature of this display, and gold and green treatments predominate. This company has arranged to go after the soda fountain and confectionery trade strong this season, and is showing a full line of custards, sherbets, ice-cream plates and sodas. Decorated vases, nappies, cake plates and bureau sets are shown in great variety. Adjustable glass shelf supports, for which a patent has been applied for, are a special feature.

Edwin M. Knowles China Co.—W. F. Witherell is in charge of this display in suite 724. Over 100 high class dinnerware patterns are shown on the “Cumberland,” “Colfax” and “Westover” shapes. The first two are new. The line of covered jugs has been greatly improved. Among the new specialties shown are baking dishes, individual teapots, sugars and creams, bread and milk sets and baby plates. Toilet ware is shown in many new treatments, about seventy-five patterns being in stock. A full line of hotel ware in welt edge, thick plain edge, and also in half thick roll edge, is shown.

United Cut Glass Co.—This line is shown by Max Herbert, L. Neuwirth and Geo. W. Murphy, and includes specials in jugs, vases and fern dishes. Several

new patterns have been added, and the arrangement of the display is such as to cause considerable comment.

New Martinsville Glass Mfg. Co.—Two new lines of tableware are displayed in 716 by David Fisher. The "721" is a semi-colonial effect having a diamond point. It is an extensive line and includes a punch set which is very attractive. The "722" is a frosted effect with a Grecian border. Both lines are to be had in plain crystal and crystal and gold. Bar goods, lamps, jugs, vases, shakers, opal sodas, hotel tumblers, egg cups and sherbets are also on display.

Cambridge Glass Co.—A special feature of light cut blown ware is being made. The entire line has been brought up to the point where it forms a complete combination. There are several new shapes as well as a number of new cuttings and etchings. Three new light and medium-weight table lines are being displayed this season, two being semi-colonial, and the other imitation cut. A heavy-weight imitation cut line has also been brought out, as well as a number of special novelties. Electric and gas portables in fancy etched and imitation cut designs are neatly displayed.

Economy Tumbler Co.—S. P. Kinney is showing a long line of new effects in blown ware. Seven new plate-etched lines show as many new treatments in which the character of the etching is remarkable. For centuries glass manufacturers have made an effort to produce a silvery effect, and this concern seems to have solved the problem. Another new pattern is a combination etched and cut effect notable for its neatness. A specialty is a squat ice jug with straight lines. Another new jug has a diamond optic flute effect.

Hall China Co.—The vitreous china cooking ware and ice cream packing jars of this concern are in charge of F. I. Simmers, and some stunts are pulled off in this room that are really worth while to take in. First, there is the lecture on vitreous cooking ware which Mr. Simmers "gets off" daily. Then there is the actual testing of its quality. Any two pieces are picked from the table, the room is darkened, and by hitting one piece against the other the sparks "do fly." A long line is shown, and large jobbers are much interested in the display.

Paden City Pottery Co.—E. E. Houghtelin is in charge of the display of this company, which is also making a feature of cooking ware. The body has been greatly improved and many new pieces added, so that the line is now one of the longest on the market. This factory is making a special feature of pieces to be used by mounting concerns.

Diamond Glass Co.—Decorated lemonade and water sets form a large part of this exhibit, which is in charge of H. Wallace Thomas. Twenty different decorations are shown on about 100 shapes. This company is also showing a new table line, known as No. "300," made in emerald glass, in both plain and gold decorated. A number of new iridescent pieces are displayed, and some novelties have been added to the line. In light

cut glass many new items are shown, and on some of the older shapes several new cuttings are displayed. Two shapes and six different treatments are to be had in the vase line.

West End Pottery Co.—The "Empress," the new fancy dinner shape of the West End Pottery Co., is shown by J. P. Curry, and is to be had in a large variety of treatments, both open stock and exclusive. The West End has a more elaborate display this season than ever before. The "Puritan" plain shape is shown in many new treatments, and is still popular with buyers. There are several new assortments, chief among which is the new "Reliance," made to sell on a twenty-five cent basis. Other specialties, such as jugs, salads, cake plate, trays, and the like, are on view in large variety.

The John B. Higbee Glass Co. has opened its annual January display in suite 315 Oliver Building. Three full lines are shown—the "Gala," a new creation, and the "Delta" and "Colonial"—and new specialties have been added to five other lines. This concern is now making a specialty of candy trays in six different designs, both plain and figured. Covered footed bowls, five patterns ranging from seven to ten inch, are also being shown. Ira Clark is in charge of the exhibit, which is neatly arranged.

The Fenton Art Glass Co. have placed their full line on display with the Mortimer Glass Co., 309-310 Oliver Building. Several new patterns in iridescent ware are being shown this season, and the exhibit as a whole is very attractive.

Most all of the buyers who have visited Pittsburgh during the past ten days have also made trips to East Liverpool and Wheeling. Those who have been in the market since our last issue are as follows:

Joseph Levy, with Lewis & Neblett, Cincinnati.
R. F. Wilton, with Nerlich & Co., Toronto, Canada.
Mr. Bayless, of Bayless Co., Louisville, Ky.
J. L. Cassidy Syndicate, represented by Mr. Heyward, of Montreal; Mr. Mulveney, New York; Mr. Heyward, Toronto, and Mr. Parlee Winnipeg.
Mr. Goodman, for Litt Bros., Philadelphia.
A. J. Kline and Rudolph Calm, for D. P. & S. Syndicate.
Philip Schaffer, with Adams, Meldrum & Anderson, Buffalo, N. Y.
Frank Leonard, of H. Leonard & Co., Grand Rapids.
C. C. Cullen, of Cullen Co., Knoxville, Tenn.
S. S. Kresge, of Kresge Syndicate, Detroit.
Geo. Lobsitz, for Claffin Syndicate, New York.
J. G. McCrorey, of McCrorey Syndicate, New York.
Elite Decorating Co., Wheeling, W. Va.
L. A. Gregg, with Charles Hall Co., Springfield, Mass.
Charles Smith, with Brown-Thompson Co., Hartford, Conn.
Messrs. Proctor and Flanders, for Jones, McDuffee & Stratton Co., Boston.
F. H. Sturtevant, with Forbes-Wallace Co., Springfield, Mass.
Mr. Martin, with Callender, McAuslin & Troup, Providence, R. I.
H. S. Hunt, Boston.

J. H. Hahn, with Lyon Dry Goods Co., Toledo, O.
W. K. Cotterell, with C. K. Whitner Co., Reading.

Pa.
Mr. Schoenthal, with Gimbel Bros., Philadelphia.
August Broll, with Charles Williams Co., Brooklyn, N. Y.

John P. Randley, Chicago.

Charles Lang, with Kinney & Levan, Cleveland.

Albert Binswanger, with Jos. Horne & Co. Pittsburgh.

Mr. Brennerman, with M. H. Pickering Co.

John Henry, with J. L. Hudson Co., Detroit.

William Gromley, with Kruger Bros., Milwaukee.

Mr. Brundage, with Hamlin Co., Buffalo, N. Y.

Mr. Crane, of Lampton, Crane & Ramey, Louisville, Ky.

L. Neubrik, with Crowley, Millner & Co., Detroit.

William Bryce, of Bryce Co., Montreal.

D. Bloch, of Spokane, Wash., arrived at the Ft. Pitt last Friday, his object being to secure the representation of a number of lines in the Northwest.

Hugh M. Jenkins, Kansas City, Mo., was at the Ft. Pitt. He is a manufacturers' agent and does a jobbing business in Texas, Oklahoma and other Southwestern States.

R. T. McKenty, formerly in the five and ten cent business here, but lately inspector for eighteen stores in Canada controlled by the Bowles Syndicate of Toronto and Brewsters, Ltd., London, Canada, arrived in the district last Friday for an indefinite stay.

S. T. Pletcher, who has hitherto covered this district in the interest of S. A. Weller, Zanesville, O., is said to have left that concern to go into the agency business on the Pacific Coast. It is reported that the Pittsburgh territory will hereafter be covered from the New York office.

Harry Lewis, formerly buyer of china, pottery and glass for the M. H. Pickering Co. and the Joseph Horne Co., Pittsburgh, blew into the Ft. Pitt last Monday, and had a hard time to get away. Mr. Lewis is associated with the sales department of a large stove manufacturing concern in Philadelphia, and came here to attend a meeting of stove salesmen. "I guess I met 'em all, and they are certainly looking fine," said Mr. Lewis after he had run the gauntlet.

Walter G. Minnemeyer, who has been one of the fixtures of the local glass and pottery exhibit for many years, is not expected in the market this season. He has opened a manufacturers' agency at 180 North Dearborn street, Chicago, where he is handling the lines of the Diamond Glass Co., Indiana, Pa.; Hocking Glass Co., Lancaster, O., and the Brush-McCoy Pottery Co., Zanesville, O. His many friends here wish him the success he so richly deserves.

The annual glass and pottery exhibit, the banquet of the Western Glass and Pottery Association, and the question as to who is in town, are the main topics of conversation in the trade here. Manufacturers maintain a most optimistic outlook concerning the future of

trade, and all the salesmen now in the city declare that they expect more buyers this season than in past years.

Mr. Kelley, of Kelley & Reasner, manufacturers' agents, Chicago, arrived here Sunday on his way home from New York.

Thomas Dugan, formerly with the Indiana Glass Co., and more recently in charge of the New York office of the Cambridge Glass Co., spent the week at the Pitt. He is now living in Pittsburgh.

Harper J. Ransburg, a factory representative at Indianapolis, Ind., spent the week here.

A. H. McAnulty, who has been visiting the market here for many years, will be missed by the boys this season. He is no longer connected with Hollweg & Reese.

Andrew Ripley will spend the month at the Ft. Pitt hotel here in the interest of Ripley & Co., directing buyers to the resident sample room in the House Building.

Following is the list of exhibitors:

FORT PITT HOTEL.

	Representatives	Room
D. C. Jenkins Glass Co.....	H. C. Jenkins,	128
Bryce Bros. Co.....	H. S. Duval,	123
Co-Operative Flint Glass Co.	W. A. Reaper,	137
Summit China Co.....	C. P. Reddrop,	544
Luzerne Cut Glass Co.....	H. M. Bortz,	628
Deidrick Glass Co.....	H. W. Deidrick,	636
Star Glass Co.....	W. J. Patterson,	637
Indiana Glass Co.....	J. E. Merry,	639
Economy Tumbler Co.	S. P. Kenny,	640
H. Northwood Co.....	Carl Northwood,	643
Paden City Pottery Co.....	E. E. Houghtelin,	663
A. E. Hull Pottery Co....	A. E. Hull,	671
Steinfeld Bros, New York.....	Milton Jones,	673
Becker & Brisbois.....		684
Jones, McDuffee & Stratton Co.	J. P. Gordon,	685
Quaker City Cut Glass Co.....	F. J. Classen,	696
Hocking Glass Co.....	{ I. J. Collins,	702
	{ W. J. Minnemeyer	
Diamond Glass Co.....	H. W. Thomas,	704
Lancaster Glass Co.....	L. P. Martin,	706
Smith-Phillips China Co.	W. L. Young,	708
Mayer China Co.....	A. E. Mayer,	710
Central Glass Co.....	T. H. Butcher,	712
Taylor, Smith & Taylor Co.....	C. E. Taylor,	714
New Martinsville Glass Mfg. Co.	D. Fisher,	716
Sterling Glass Co.....	J. H. Johonnot,	718
Westmoreland Specialty Co.....	R. B. Reineck,	720
Keystone Lines.....	R. G. West,	722
E. M. Knowles China Co.....	W. F. Wetherell,	724
Brush-McCoy Pottery Co.....	J. F. Daley,	726
Cambridge Glass Co.....	{ Arthur J. Bennett,	728
	{ W. C. McCartney,	
Duncan & Miller Glass Co.....	Joseph Rent,	739
United Cut Glass Co.....	M. Herbert,	740
S. Herbert Cut Glass Co.....	E. E. Hamblin,	742
McKee Glass Co.....	W. L. Gaston,	743, 796
Phoenix Glass Co.....	H. C. Whitney,	773, 784
C. B. & J. Warner, Inc.....		774
West End Pottery Co.....	J. P. Curry,	776
A. H. Heisey & Co.....	C. G. Cassell,	778
Hunt Glass Co.		
B. M. Uniack Mfg. Co. }	J. M. Uniack,	785
E. F. Kupfer, Inc. }		
Clinton Cut Glass Co. }	M. S. Benford,	790

COLONIAL-ANNEX HOTEL.

Vodrey Pottery Co.....	Thomas A. Copperstone
George H. Bowman & Co.....	Charles S. Ellis
Potters Co-Operative Co.....	{ F. W. Owens
	{ William Brown
Borgfeldt & Co.....	George A. Kearney
A. L. Tuska, Sons & Co.....	Harry H. Thomas
Pictures, etc.....	Harry H. Cobb

HOTEL ANDERSON.

S. A. Weller Art Pottery Co S. T. Pletcher

HOTEL HENRY.

Reservations have been secured at this house by Charles A. Postley, Val Bergen, C. T. and W. J. McKenna.

CITY SHOW ROOMS.

United States Glass Co., Ninth and Bingham Sts., Southside.
Pittsburgh Lamp, Brass and Glass Co., Century Bldg., Seventh St.
Consolidated Lamp and Glass Co., Bissell Block, Seventh Ave. and Smithfield St.
Pennsylvania Glass Co., McCance Block, Seventh Ave. and Smithfield St.
Kinney & Levan, Century Bldg., Seventh St.
Oriental Glass Co., Eighth and Sarah St., Southside.
Tarentum Glass Co., Bissell Block, Seventh Ave. and Smithfield St.
Ripley & Co., Inc., House Bldg., Smithfield and Water St.
Atlantic Glass Co., 222 First Ave.
Elkins Glass Co., 210 Fourth Ave.
Pritchard-Tritchler Co., 210 Fourth Ave.
Macbeth-Evans Glass Co., Wabash Bldg., Liberty Ave.
Silicon Glass Co., Wabash Bldg. Liberty Ave.
Phoenix Glass Co., Second National Bank Bldg., Ninth and Liberty Ave.
McKee Glass Co., Century Bldg., Seventh St.
Mortimer Glass Co. } 309-310 Oliver Bldg. Smithfield St.
Fenton Art Glass Co. }
Higbee Glass Co., Suite 315 Oliver Bldg. Messrs. Irvine and Clark in charge.
Frank M. Milliken, representing Warwick China Co., Wheeling; Hall China Co., East Liverpool; Mad-dock Pottery Co., Trenton—209 Seventh street.

SAN FRANCISCO AND THE COAST.

THE crockery and glass business, both wholesale and retail, has been quiet the past week, as is expected following the holidays, when the retailers are taking stock and preparing for clearance sales, and the wholesalers are getting their lines ready for the ensuing year. The travelers all expect to leave headquarters here within the next few days.

S. J. Kraemer, of the American Import Co., says that at the new prices which importers will be able to offer European goods on account of the new tariff regulations he believes considerably more of them will be sold on the Pacific Coast than heretofore.

John A. Sauer, H. B. Altschul and A. W. Ottenheimer, who look after the outside interests of Ottenheimer Bros., plan to get out in their respective territories again within the next few days. M. S. Otten-

heimer has just returned from a visit to his brothers in Portland.

A. C. Morris, traveler for the cut glass and silverware department of the A. W. Pike Co., is about ready to leave on a long trip taking the entire Coast territory.

The Travelers' Protective Association of America, Oregon and Washington division, held its fourteenth annual banquet at the Multnomah Hotel, Portland, Dec. 27. It was largely attended and was a success in every respect.

H. J. Gute, Coast manager for the Manning-Bowman Co., joined the duck hunters a few days ago and succeeded in bagging the limit.

F. W. Dohrman, Sr., is in town again after spending nearly a month in the southern part of the State with Mrs. Dohrmann for the benefit of her health.

Geo. Bockman, of the local force of the Fostoria Glass Co., expects to start on a trip which will embrace the entire State the second week in January.

Geo. W. Kelly, a dealer of Hanford, Cal., was a recent visitor at the local crockery and glass sample rooms placing orders for spring.

Word has been received here that R. E. L. Wells will call on the trade shortly in the interest of L. Straus & Sons.

Irving S. Farran, who succeeds the late S. A. Hamburger as New York manager for the Hamburger department store in Los Angeles, Cal., is now in California on his first visit to the company in that capacity for the purpose of studying the requirements of the Western trade.

The Live Oak Mercantile Co., Marysville, Cal., which maintains a large crockery and glass department, has purchased a site upon which will be erected immediately a two-story building.

Harry Thorp, president of Weinstock, Lubin & Co., Sacramento, Cal., left for New York a few days ago on his semi-annual purchasing trip. He was accompanied by several other buyers for the house. This concern does an extensive mail order business.

OBITUARY.

PETER H. WYCKOFF, vice-president of the Consolidated Fruit Jar Co. and a director of several other corporations, died January 5 at his home in New Brunswick, N. J. He was seventy-seven years old and leaves two daughters and one son.

Frank J. Cestino, cut glass dealer, died at his home in Brooklyn January 1, aged thirty.



THE METROPOLITAN MARKET

On opening his mail Monday morning B. Tomby found a letter from a wholesaler complimenting him on the Schlegelmilch line, saying that it was the best the factory had ever produced, and that his shipment had been received in perfect order. Another letter from a prominent Western wholesaler contained a like compliment and enclosed a hurry-up order for \$2,500 worth of goods in addition to what had already been purchased.

The Royal Copenhagen Porcelain Co. are looking for new showrooms to move into about May 1. Their present building will be torn down in the spring to make room for the creation of a large office building.

Kaufman Lesser, sales manager for the Novelty Basket Mfg. Co., who recently located at 25 West Broadway, found that his business was outgrowing his quarters there, and has secured a salesroom in the Bartholdi Building.

The Strobel & Wilken Co. were the recipients of a magnificent floral tribute tendered by their employees as an evidence of their good will for 1914, consisting of a twenty-two-inch jardiniere filled with growing plants. A Scotch heather bush, four feet high, formed the center, and was surrounded with ferns, azaleas and sunset roses. A delicate lavender ribbon with a card wishing the firm a Happy New Year was attached.

The souvenir elephant which Herman C. Kupper is giving to his customers is from the Schierholz factory and is made with the usual painstaking care characteristic of this pottery. It is a fine piece of modeling.

Maddock & Miller are displaying some magnificent new patterns in Royal Worcester service plates, which are stocked for immediate delivery. The new samples are a revelation in both design and color effects. The patterns include rich raised gold and acid borders, acid borders with floral designs on an ivory ground, and

hand-painted plates in both landscape and floral patterns by celebrated artists. There are three styles in an especially dainty raised gold vine border design with bouillon and after-dinner coffee cups to match.

The local office of the Roseville Pottery, Zanesville, O., has removed from Park Place to 133 Fifth avenue, corner of Twentieth street.

Import samples are arriving every day at the ware-rooms of L. Straus & Sons, and when the entire stock is in it will be one of the most extensive displays of china, glass and bric-a-brac ever made by this concern.

Numerous new patterns on an entirely new shape known as No. 321 have just been put on display by George F. Bassett & Co. The designs, in beautiful soft colorings, together with the graceful shapes, make a harmonious combination that is exceedingly pretty. New samples are arriving almost daily at the concern's warerooms, and to make room for them they are disposing at an attractive reduction of a quantity of samples in Schlegelmilch china.

J. Solomon and Paul Vollrath, who formerly occupied a room together on the fifth floor at 25 West Broadway, have taken space with Wm. E. Doctor on the floor below, where they were previously.

Theodore B. Frankel, local agent for the Fenton Art Glass Co., is now showing a full assortment of samples from that concern in both light cut crystal and iridescent ware. The former includes many simple and dainty patterns in water sets, sherbets, custards, tumblers, vases, etc., and the latter is made up of various patterns in staple goods and novelties in new coloring effects that have been extremely popular with the dealers during the past year. The 1914 samples are expected from the factory by Mr. Frankel within a short time.

THE CONDITION OF BUSINESS.

New York These are busy times in the warerooms preparatory to the opening of the import season. Added to this, inventories are being taken, and everyone has all he can do from morning till night.

Buyers have not begun to arrive yet in numbers, although there have been a few in the market, and they have bought freely.

The traveling men are starting out this week with high expectations, warranted by the optimistic feeling that prevails. No great boom is looked for, but on every hand evidences are in favor of a very fair business. And if pretty wares at reasonable figures will help this along, buyers may be assured that they have plenty to select from.

Last year a feeling prevailed that there was no business to be had, and consequently it was useless to try for it. In these days business does not usually come to people; they have to go for it; and those who strive generally succeed. Much of the present-day business depends on the traveling men. Except for the few months in the early part of the year when buyers come to market, the men on the road have to get the orders. They are all feeling that this year is going to be a good one, and with such a condition of mind they are pretty sure to make good.

That business has not been so bad as some people have tried to make out is evidenced by the increase in importations, which were a million dollars more than in 1912, and also by a government map showing the condition of trade throughout the land. According to this, the region in the Northwest contiguous to Montana and Wisconsin had a good trade; the northern half of Ohio and Illinois, good; Pennsylvania, Alabama and Mississippi, good; all west of the Mississippi River, except parts of North Dakota and Wyoming, fair; Kansas and Oklahoma, poor; the southern part of Illinois and a portion of Kentucky, poor; a small area of the western part of New York State, poor. The sections showing poor trade have local reasons therefor, as for instance in Kansas and Oklahoma, where drought lessened the corn crop. Besides this, a government report says that our export trade was the largest in the history of the country.

In the retail trade there is no question but what the Christmas season was disappointing in and around New York. Almost everywhere else, with a few exceptions, trade was normal.

Wholesalers throughout the country did a good business and are not carrying over much stock; consequently they may be counted on for a good share of orders in the next six or eight weeks.

Catalogue houses have shown their confidence by

placing orders early and in amounts considerably in excess of last year.

The exhibit at Pittsburgh is being watched with a great deal of interest, many being of the opinion that it is a gauge of conditions. While it is, in a measure, it is not an absolute barometer of trade. Wholesalers are frequently inclined to buy sparingly until they see how the new goods will go. It is true that some concerns contract for a year's supply; but it is not entirely fair to estimate what the business will be for the coming year by the sales during the exhibit. A better criterion is offered by the action of the catalogue houses. They know pretty well what they can use, and as they have bought largely the indications are that others will have to do so eventually.

East Liverpool and Vicinity Manufacturers hereabouts are more than pleased with the outlook for business during the early part of the 1914 season. Some say that their only trouble is a scarcity of ware—not orders; others that they have from four to six weeks' business on the books, notwithstanding the fact that the buyers have not yet started to visit the district in large numbers.

Pittsburgh and Vicinity All glass factories in this district are now working to capacity, and an increased volume of business is being received. There is more or less inquiry by mail concerning prices for the coming season, and buyers are finding that the market has a decidedly firm tone. The glass exposition is in full blast, and buyers are arriving in goodly numbers.

POTTERS AS ESSAYISTS.

THE essays of workmen submitted in a contest conducted by the Monument Pottery Co., Trenton, N. J., for its employes, have been judged by C. Arthur Metzger, secretary of the Chamber of Commerce, and the contributors of the most meritorious efforts rewarded with cash prizes offered by the company.

The writings of the men revealed a condition most gratifying to their employers. They dealt with the subjects of the employer's obligation to his workmen, the workman's duty to his employer, the qualities in a workman most necessary for his advancement, the ways in which a workman can assist in making the shops more healthful, and the most essential requisites for office efficiency. The tenor of all of the essays evinced the existence of a far more cordial relation between the employer and the employee now than characterized working conditions in years past. It was plainly evident from the written expressions of the men that they have the interests of their employers deeply at heart and that

they are using their utmost efforts to promote them and also to increase their own efficiency.

Three prizes were offered for the best contributions of the office force, the first being \$20, the second \$10, and the third \$5, and there were also two prizes for laborers, one being \$10 and the other \$5, and two prizes for skilled workmen—first prize \$10, and the second \$5.

The first prize for office employes was awarded to John M. Kreger, and the second to William C. Gowdy. The first prize in the shop employes contest went to Robert Heath Martin. John A. Bethke was awarded the second prize. Joe Mendicino was awarded first prize for a composition written in Italian and translated into English.

HAPPINESS IN BUSINESS.

AS business men we must find our happiness in our daily life in business. If we don't find happiness in business we must improve or get out of business as quickly as possible, for the loss of happiness is the first warning signal that we are losing ground.

THE WASTE-BASKET? NEVER!

TOLEDO, OHIO, Dec. 30, 1913.

Editor CROCKERY AND GLASS JOURNAL.

A few days ago we received what to us is a very interesting letter and what might be considered a good argument against allowing claims for breakage.

It may be interesting to know, in connection with this incident, that the package referred to was a light wooden box, fifteen inches long, twelve wide and twelve deep, containing a pair of sugars and creams and a seven-inch compote, packed in excelsior; the total gross weight being about fifteen pounds.

As the incident is a rather unusual one, we thought you might care to give our friend's letter publication. If not, it can be dropped quietly into your waste-basket.

Yours respectfully,
THE LIBBEY GLASS CO.

Dec. 27, 1913.

THE LIBBEY GLASS CO.

Gentlemen: I hand you herewith my check, amounting to \$8.05, in full settlement of your invoice December 23d.

You will note that the amount of your invoice is \$7.05, and I have increased this check by \$1.00, which extra dollar I would ask that you kindly pass to the party who packed these goods, whose name I cannot quite decipher from the package slip enclosed.

This box of cut glass was intended as a Christmas present to my wife, and I was carrying same home on the fender of my automobile when I had the misfortune to have a head-on collision with a heavy car, the result of which was that this box of cut glass was thrown higher than the telegraph poles and rolled for half a block over a brick pavement. I never expected to open the box and find any of the pieces intact; but, due to the exceptional care exercised in packing, these pieces withstood the shock with no breakage whatever.

For this reason I trust you will kindly express to

this packer my appreciation of his careful work, and also pass him this extra dollar to buy a few New Year cigars.

Very truly yours,
A. K. OSBORN.

THE SALESMAN'S CREED.

I BELIEVE in the goods I am selling, in the firm I am working for, and in my ability to get "results."

I believe that honest goods can be sold to honest men by honest methods.

I believe in working, not waiting; in laughing, not weeping; in boosting, not knocking; and in the pleasure of selling goods.

I believe a man gets what he goes after; that one order to-day is worth two orders to-morrow; and that no man is down and out until he has lost faith in himself.

I believe in to-day and the work I am doing, in to-morrow and the work I hope to do, and in the sure reward which the future holds.

I believe in courtesy, in kindness, in generosity, in good cheer, in friendship and honest competition.

I believe there is an order somewhere for every man ready to take one.

I believe I'm ready—right now !

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Dec. 20, '13	Correspond- ing period 1912	Exports Jan. 1 to Dec. 20, '13	Correspond ing period 1912
Boston	116	48	6770	6452
New York	130	95	8560	9978
Baltimore	98	68	6046	8148
Philadelphia	74	22	2291	2786
New Orleans .....	....	6	1524	1090
Newport News .....	....	3	76	75
San Francisco .....	....	....	1463	1434
Portland (Me.)	104	83	1628	975
Galveston .....	....	5	372	601
Portland (Or.) .....	....	5	203	382
Inland Points .....	....	....	728	805
Total ..	522	335	29661	32726

From the Freight and Shipping Circular of John Edwards & Co
Liverpool.

TO	Shipments week end'g Dec. 6, '13	Correspond- ing period 1912	Exports Jan 1 to Dec. 6, '13	Correspond ing period 1912
New York	81	292	8342	9632
Boston	143	111	7244	6330
Philadelphia .....	....	70	2326	2859
Baltimore	168	127	5877	7987
San Francisco	3	50	1321	1417
New Orleans	2	11	1405	1087
Portland (Me.)	143	44	1487	866
Galveston	43	....	372	578
Newport News .....	....	....	76	66
Portland (Or.) .....	....	4	211	372
Inland Points	16	2	400	563
Total ..	599	701	29061	31769

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday

BY

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JAN. 8, 1914.

THE CURRENCY BILL.

WE have been asked to explain the new currency bill. Honestly, we can't. We do not feel humiliated by this confession, because so far no one else has been able to do it. But we can tell how the thing came about.

The President had promised to reform the banking laws. To keep his word he called on Congressman Glass to draft a bill. Why he selected him is not as transparent as the gentleman's name. So far as we know, Mr. Glass had never had any experience in the "cage." But that was a small matter. Mr. Glass knew, or thought he knew, what was wanted.

When the bill was presented to the House some of its members thought they knew more about the subject than did Mr. Glass. Mr. Hay Seed from Oklahoma and Mr. Court House from South Carolina offered amendments. They had opened their initial bank accounts by depositing their first checks for salaries; consequently were eminently fitted to advise the House as to how the financial affairs of the country should be conducted. Then Mr. Banker of New York and Mr. Merchant of Chicago wrote to their Congressmen telling them what amendments they should tack on to the bill. The School Teacher, hearing of this, immediately saw danger of the Money Trust having a hand in the framing of the measure, and brought his wide knowledge of banking, acquired by reading, to bear on the subject, and eventually the bill reached the Senate. There it was fattened or attenuated as it pleased the honorable Senators. Finally it went to conference. The holidays were drawing nigh, our Solons were anxious to hang up

their stockings at home, so with "give and take" the bill was passed and signed. It required four gold pens to affix the President's signature.

Opinions among men whose business it is to operate moneyed institutions differ as to the bill's efficiency. When doctors disagree, who shall decide? Good or bad, the fact that we have a new currency law has done away with something that was hurting business. Like the tariff, there are two factions to appease; but with the characteristic urbanity of the "happy people of this happy country," as Gilbert said of another nation, everyone is willing to give it a tryout. Consequently, uncertainty is removed and everybody feels better.

One thing is sure: business has already begun to improve, and the currency bill gets the credit for it.

PERSONAL.

AN important change has been made at Bawo & Dotter's. William Mulveney, of the Gowans-Kent Co., Canada, has come to New York to succeed F. S. Parlee. Mr. Mulveney is well and favorably known in the trade, and on assuming his position last Friday lost no time in setting the wheels in motion. Mr. Parlee, who came from Winnipeg, returns to his old home. He made many friends while here, but prefers Canada to New York as a place of residence.



E. A. Barbour and an assistant from Johnson, Barbour & Co., London, Canada, were in the market last week placing import orders.



S. Jacquette, with Bailey, Banks & Biddle, Philadelphia, favored New York last Friday with a visit and was looking at advance samples of china.



Walter Wessels, with J. H. Venon, is at Young's Hotel, Boston, with a line of samples for a week, beginning Monday. Later on he will start on his regular tour, which this year will include Buffalo and Pittsburgh—cities he has not touched before.



J. J. Coade and W. G. Ryan, representing Webster, Smith & Co., Halifax, Nova Scotia, are here placing orders for import china. They are registered at the New Grand Hotel.



A. R. Marryatt started on an extensive Southern trip for C. B. & J. Warner last Saturday, taking with him nine trunks of samples.



Hugh Donlon, Amsterdam, N. Y., was one of the earliest buyers on the scene for 1914. He believes in the most progressive methods; hence his early arrival

to view the new samples. Mr. Donlon is one of the pioneer china and glass dealers in New York State, and has a host of friends in the trade.



C. C. Wykow, assistant china buyer to J. H. Harris at the Greenhut, Siegel-Cooper Co., resigned Jan. 1 to go with J. Hoare & Co., cut glass manufacturers. Mr. Harris is looking for a man to take his place.



Lée Schoenthal and his assistant from Gimbel Bros., Philadelphia, were in the District during the week looking over the new samples and leaving orders.



F. I. Camp, sales manager for the Charles Parker Co., left January 2 for a ten days' visit to the factory at Meriden, Conn., to confer with the heads of the concern regarding business for the coming year.



J. Meredith Miller, treasurer of Maddock & Miller, left Sunday to call on the trade in Boston and vicinity.



A. G. Sweeting, formerly sales manager for the W. H. Sweeney Mfg. Co., Brooklyn, N. Y., wants to form connections to handle pottery and glass lines at Nassau, Bahamas, W. I., where he will go into the agency business.



On the French liner "France," arriving last Saturday, was a passenger New Yorkers are always glad to see—Jacques Bernardaud, of L. Bernardaud & Co., Limoges, who has come for an extended stay. He will make a tour of some of the larger cities, leaving the middle or latter part of the month, and be back to receive visiting buyers in February.



S. B. Clark, the enterprising representative for the American Art Glass Co., left for an extensive trip through New York, Pennsylvania and Canada on January 6. Jacob Hartman has also gone on his regular territory.



George F. Briggman, of Webster & Briggman, Naugatuck, Conn., left for home January 4, after spending several days conferring with E. L. Bates, the concern's local agent.



Ewald Brass, who for many years was connected with John Wygand & Co., dropped in to have a chat about old times with several of his friends in the District a few days ago. He is now in the real estate and insurance business in Brooklyn.



The salesmen of Geo. F. Bassett & Co. started January 3 on their first trips for the year—F. H. McCracken covering territory in Texas and the Southwest, F. O. Shattuck New England, and J. D. Dobbs the

South. They were followed January 6 by O. L. Sutherland, who will make a short preliminary trip as far West as Chicago.



Wm. D. Finke has received an announcement that the name of the Krantz-Smith Co., for which he is sales manager here, has been changed and that the concern will hereafter be known as the Krantz & Sell Co.



Charles H. Bedlington, formerly buyer for Goodwins, Ltd., Montreal, has joined the Bawo & Dotter forces.



Henry Witte, who has been abroad in the interest of Bawo & Dotter, returned on Saturday of last week.



L. S. Crane, who has been representing the Cambridge Glass Co. in Cleveland, resigned January 1.



L. D. Seixas, for the past twelve years with Higgins & Seiter, is no longer with the house, and is seeking a position, either in wholesale or retail lines.



O. O. Friedlander has made T. M. Schollenberg, Chicago, his representative for northern Illinois, northern Indiana, western Michigan and the entire States of Wisconsin and Iowa. An extensive new sample line has been shipped to Mr. Schollenberg for exhibition in his showrooms.



Max Carter, formerly connected with the Ryon Sales and Mfg. Co., severed his connection with the concern January 1.



M. Herbert left for Pittsburgh on Sunday for a ten days' stay with the United Cut Glass Co.'s line.



Henry Goodman and Arthur Lit, of Lit Bros., Philadelphia, left for Pittsburgh January 4, and will spend a week looking over the exhibits.



Henry Creange, who has been abroad since early in October, is a passenger on the Lusitania, due here Friday.



Edward S. Hamblin and David L. Wise, representatives of the S. Herbert Cut Glass Co., are in Pittsburgh with the concern's exhibit.



Charles Warner, of C. B. & J. Warner, left for Pittsburgh the early part of the week to take charge of the Niagara Cut Glass Co.'s exhibit.



H. C. Devine, formerly in charge of the Philadelphia office of the Pittsburgh Lamp, Brass and Glass

Co. under the supervision of the Eastern sales manager, Joseph E. Frechie, resigned his position January 1, and Mr. Frechie has appointed W. A. Cunliffe, who called on the lighting fixture houses in New York for the concern last year, to take his place.



H. L. Seixas, representing Edward Boote, left on Sunday for a three weeks' trip through the New England States. E. S. Curtis left for the South on Tuesday.



Other buyers in town were Mrs. L. B. Walter, for Gimbel Brothers, Philadelphia; G. Louis, for Woodward & Lothrop, Washington; G. C. Tonolla, for A. Eisenberg, Baltimore; A. H. Baum, for M. Goldenberg, Washington; A. K. Burnham, for Reid & Hughes Co., Waterbury, Conn.; H. Solomon, for Rothschild & Co., Chicago; J. F. Brosseau, for E. Malley & Co., New Haven, Conn.; C. Yeager, of H. L. Yeager Co., Allentown, Pa.

L. D. BLOCH & CO. WIN.

SOME months ago L. D. Bloch & Co. imported a lot of French china on which the Appraiser raised the valuation above the invoice prices. They appealed to one of the General Appraisers, who reversed the examiner and sustained the invoice price. The Government, dissatisfied with the action of the Appraiser, appealed to the Full Board of Appraisers, consisting of Judges J. G. Fisher, W. B. Howell and S. B. Cooper, and this board sustained the decision of the General Appraiser.

THE SIEGEL TROUBLE.

THE Siegel trouble caused scarcely a ripple in the crockery trade of this city. Rumors had been current for some time that matters were not quite right, and credits had been curtailed. The concern paid as long as it had any money, and it is said that the real cause of its shutting down was that the banks called in their loans, more than \$600,000 being liquidated within a few weeks.

Among the merchandise creditors one firm was paid \$8,000 during the month of December, leaving \$1,000 due. Another to whom \$10,000 was owed received a check for \$5,000 a week before the failure. One out-of-town creditor had a claim for a little over \$410. A check for \$400.37, dated Dec. 27, was sent him, being the amount of the bill less an unwarranted cash discount and a freight charge. The creditor sent the check to his New York representative for adjustment. It was received here at eleven o'clock on Tuesday. The New York man hastened to the bank, but was informed that official notice of the receivership had been received and the check could not be honored.

It is rumored that the Simpson-Crawford Co. will be discontinued entirely. The receivers state that they will soon advertise the sale of the goods in all the stores and that as soon as matters are adjusted the business will be reorganized and continued under a new regime.

John S. Sheppard, Jr., of New York, will have charge of the Boston store, and William A. Marble will take care of the New York enterprises. It is generally believed that had Mr. Siegel kept out of the banking business he would not have been in the trouble he is to-day. It is the consensus of opinion among business men that banking attachments to dry goods stores are not good features. It is not believed that anybody can successfully conduct a dry goods business and a banking establishment at the same time.

IN NEW QUARTERS.

THE Haviland & Abbot Co. are fully settled in their new home at Twenty-ninth street and Madison avenue. In fact, one would suppose from appearances that they had been there for months instead of a few days.

The Strobel & Wilken Co. are in their new store on Twenty-third street, and while much remains to be done they are in pretty good shape.

L. D. Bloch & Co. moved last week to 153 Fifth avenue, near Twenty-second street, and are fast getting to rights. They will be in good order in time for the import season.

The Jewel Cut Glass Co. and S. A. Weller are installed in the Fifth Avenue Building in comfortable style.

The Roseville Pottery Co. are in their new store at Twentieth street and Fifth avenue, and hope to be in good order by the last of next week.



SOUVENIR BEING SENT TO THE TRADE BY HERMAN C. KUPPER.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

With an increase of nearly eight per cent in the cost of fuel and about thirty-five per cent in the cost of labor in some parts of the pottery plants here during the past six months, the manufacturers are firm in the belief that a revision in selling lists for the coming season is a matter of absolute necessity. In some instances a few items have already been advanced.

B. C. Simms, of the C. C. Thompson Pottery Co., was master of ceremonies at the Masonic Temple here on New Year's afternoon when the members of that fraternity presented Jacob Shenkel, of the Globe Pottery Co., a fur-lined overcoat, sealskin cap and a pair of gloves as tokens of their esteem. "Uncle Jake," as he is generally called, was taken completely by surprise. Not one had "tipped him off" as to what was coming. Many local pottery manufacturers and salesmen were present.

A number of additions to the sales organization of the Smith-Phillips China Co. have just been announced for the coming year. H. Benedikt, who has been the representative in New York, has been also assigned to the Philadelphia district; W. W. Lang, of the Pittsburgh offices of Kinney & Levan, has the line for the Pittsburgh and Tri-State territory; the Eastern Manufacturers' Co., with head offices in Portland, Ore., and branches in Seattle and Spokane, have the line for the Northwestern territory; B. F. Heastand, of San Francisco, has been given California, the Phillipines and Hawai, making two trips annually to the latter places.

Among the buyers visiting the district were C. Cullen, of the Cullen Co., Knoxville, Tenn.; Mr. Anderson, with P. Weist's & Sons, York, Pa.; Mr. Lynch, with Lowery & Co., New Haven, Conn.

Some changes and additions to the selling forces of the Colonial Co. have just been announced by General Manager C. L. Gray, who has returned to his desk after several weeks' illness. I. G. Mann, of Malden, Mass., will have this line in the New England territory;

E. May, of 312 East Madison street, Chicago, will sell the general trade in that city, while W. A. Kuert, also of Chicago, will handle the five and ten cent trade in that section. The Colonial plans to make an active campaign for a greater dinnerware business and is also going after some of the independent five and ten cent trade.

Fred Kline, who represents the Knowles, Taylor & Knowles Co. in the Middle States, has returned to the home office after spending the holiday season with his home folks in Philadelphia.

The six-kiln addition of the Taylor, Smith & Taylor Pottery Co. will likely be put on full time by January 15. A part of the new plant started to work Monday last. When in operation this concern will have a total capacity of sixteen kilns, making it the largest plant in the Chester district.

"Our greatest trouble now is to get enough ware," said an official of one of the largest plants in this district. "There is no lack of orders, and we are working all the people we can secure, but we can't get ware as fast as we want it."

Bids are now being taken for the construction of the seven-kiln pottery to be built at Grafton, W. Va., by the Consolidated Mfg. Co., of this city.

The Oxford Pottery Co. has secured a site at Cambridge, O., and will start to build as soon as weather will permit.

"If the referendum is adopted it means the blow-up of the Brotherhood," said President Edward Menge, of the National Brotherhood of Operative Potters, when announcing that the question of making a division of the funds of the organization to the several locals forming the Brotherhood is now being voted upon. The "defence fund," which is said to contain \$500,000, is desired distributed by the Kilnmen's local of East Liverpool. Four other locals joined with the kilnmen in asking for a vote on the distribution of the fund.

There are about 7,000 members in the organization. The vote will be closed January 24.

The D. E. McNicol Co., announce orders for Rock and yellow ware sufficient to keep their two plants in active operation.

Clarence Bauman, formerly sales manager for the Globe Pottery Co., this city, and now connected with a large Chicago jobbing interest, spent the holiday season with his home folks here.

The Wellsville plant of the East Liverpool Potteries Co. has resumed operation in full after a holiday idleness lasting but one week.

The Iroquois China Co. are sending out an attractive folder in which they offer to send a plate free of charge for the purpose of having it broken so that the dealer may test its strength and how the roll edge is reinforced. They also tell about the quantity of ware they shipped to the U. S. Government at the Panama Canal Zone, and have something to say about their new patterns.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending January 6, 1914.

ANTWERP		
134 packages glassware.....	B Gunthel	
2 " ".....	W H Plummer	
10 " ".....	Miscellaneous Orders	
11 " chinaware.....	Strobel & Wilken Co	
1 " earthenware.....	Bawo & Dotter	
4 " ".....	L Straus & Sons	
137 " ".....	Theodore Haviland & Co	
116 " ".....	Miscellaneous Orders	
61 " toys.....	Geo Borgfeldt & Co	
15 " ".....	B Illfelder & Co	
14 " ".....	Strobel & Wilken Co	
7 " ".....	Miscellaneous Orders	

BREMEN		
41 packages glassware.....	J H Venon	
30 " ".....	A Steinhardt & Bro	
34 " ".....	Samstag & Hilder Bros	
14 " ".....	Strobel & Wilken Co	
10 " ".....	Miscellaneous Orders	
199 " earthenware.....	Geo Borgfeldt & Co	
36 " ".....	O Goetz	
66 " ".....	Miscellaneous Orders	
27 " chinaware.....	Strobel & Wilken Co	
221 " toys.....	Geo Borgfeldt & Co	
191 " ".....	Strobel & Wilken Co	
205 " ".....	Miscellaneous Orders	

LONDON		
6 packages toys.....	Geo Borgfeldt & Co	
2 " ".....	Strobel & Wilken Co	

FIUME		
10 packages toys.....	Strobel & Wilken Co	

SOUTHAMPTON		
3 packages toys.....	Strobel & Wilken Co	

HAMBURG		
85 packages glassware.....	Fensterer & Ruhe	
6 " ".....	W R Noe & Sons	
3 " ".....	W H Plummer	
42 " ".....	O O Friedlander	
25 " ".....	Geo Borgfeldt & Co	
18 " ".....	Herman C Kupper	
6 " ".....	Strobel & Wilken Co	
253 " ".....	Miscellaneous Orders	
1 " earthenware.....	Geo F Bassett & Co	
16 " ".....	B R Thielor	
2 " ".....	Graham & Zenger	
2 " ".....	J Palme	
16 " ".....	L D Bloch & Co	
61 " ".....	L Straus & Sons	
89 " ".....	Lazarus & Rosenfeld	
8 " ".....	Koscherak Bros	
108 " ".....	Miscellaneous Orders	
62 " chinaware.....	Strobel & Wilken Co	
46 " ".....	Bawo & Dotter	
1 " toys.....	B Illfelder & Co	
9 " ".....	F W Woolworth & Co	
6 " ".....	Samstag & Hilder Bros	
211 " ".....	Strobel & Wilken Co	
3 3 " ".....	Miscellaneous Orders	

HAVRE		
21 packages earthenware.....	L Straus & Sons	
14 " ".....	H R Churchill	
27 " ".....	Vogt & Dose	
46 " ".....	Herman C Kupper	
74 " ".....	Miscellaneous Orders	

LIVERPOOL		
5 packages earthenware.....	L Straus & Sons	
24 " ".....	H C Edmiston	
25 " ".....	Meakin & Ridgway	
2 " ".....	W H Plummer	
24 " ".....	Maddock & Miller	
32 " ".....	Haviland & Abbot Co	
21 " ".....	A G Moment	
3 " ".....	Bawo & Dotter	
25 " ".....	E Boote	
3 " ".....	Fondeville & Van Iderstine	
28 " ".....	W S Pitcairn	
14 " ".....	G F Bassett & Co	
33 " ".....	Miscellaneous Orders	
1 " glassware.....	Meakin & Ridgway	
3 " toys.....	Strobel & Wilken Co	

ROTTERDAM		
27 packages earthenware.....	L D Bloch & Co	
2 " ".....	Fensterer & Ruhe	
66 " ".....	Geo Borgfeldt & Co	
13 " ".....	Lazarus & Rosenfeld	
8 " ".....	Miscellaneous Orders	

IMPORTS AT PORT OF BOSTON.

LIVERPOOL		
34 packages earthenware.....	Jones, McDuffee & Stratton Co	
12 " ".....	Mitchell Woodbury & Co	
6 " ".....	E Boote	
8 " ".....	American Express Co	
2 " ".....	Richard Briggs & Co	
15 " ".....	Rowland & Marsellus Co	
14 " ".....	F W Woolworth	
4 " ".....	Houghton & Dutton	
42 " ".....	Miscellaneous Order	

GLASGOW		
1 package earthenware.....	Davies, Turner & Co	

COPENHAGEN		
76 packages earthenware.....	C J Pierce & Co	
24 " ".....	Miscellaneous Orders	

HAMBURG

26	packages earthenware.....	Jones, McDuffee & Stratton Co
6	"	".....L E Knott Apparatus Co
1	"	".....W N Proctor & Co
8	"	".....Wm R Noe & Sons
9	"	".....Geo Borgfeldt & Co
15	"	".....American Express Co
54	"	".....First National Bank
2	"	".....B Illfelder & Co
22	"	".....L Wolf & Co
87	"	".....B D Webber
172	"	".....Miscellaneous Orders

ROTTERDAM

2	packages earthenware	I E Berry
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JOTTINGS FROM BOSTON.

THREE downtown hotels have been well patronized by crockery, glass and housefurnishings traveling men this week. At Young's, besides E. E. Wilgus and his son, K. D. Wilgus, who is making his maiden trip, there were Arthur Blackmer, with his cut glass; Harry L. Seixas, for Edward Boote, New York; Charles Acker, for the Roseville Pottery; Charles de la Croix, cut glass; James Turner, housefurnishings; F. O. Shattuck, for George F. Bassett & Co., New York; Walter Wessells, representing J. H. Venon; Meredith Miller, for Maddock & Miller. At Parker's were Harry Burke, representing Haviland's, and Wallace Straube, for Vogt & Dose, both of New York. "Tom" Finerty, representing T. B. Clark & Co., Honesdale, Pa., was at the Bellevue.

Paul Phillips has returned from Zanesville, O., where he has been spending several weeks.

Willam E. Brink, recently with the Shepard store in Providence, has become assistant to Charles F. Jones and head floor superintendent of the Shepard, Norwell Co. here. He is well known in local store circles, having been superintendent of the Gilchrist Co. several years ago.

George K. Marshall is putting on display samples of the Fostoria Glass Co.'s new lines, including the "Regal," a Colonial pattern of glass, and the new light dull cuttings.

Owing to a similarity of names, John Shepard, Jr., president of Shepard, Norwell Co., is being besieged by people who are interested in the receiver of the Henry Siegel Co., who is John S. Sheppard, Jr., of New York City. Questions and expressions of views regarding the settlement, and scores of applications for work are coming in by mail and personally, and Mr. Shepard of Boston is kept busy explaining the mistake and denying that he has any connection whatever with the Siegel store or receivership. W. A. Marble, one of the receivers, announces that within a few days he will have ready a complete list of creditors and stock inventories, so that the exact standing of the Henry Siegel Co. may

be made known. "We expect and hope," said Mr. Marble, "that the Boston business will be continued. There is no reason for bankruptcy proceedings, and nothing could be gained by any such action."

R. E. Larzelere, who has been the manager of the Buffalo office of the Pittsburgh Lamp, Brass and Glass Co., has assumed charge of the Boston office. J. J. Dunn, who has been a salesman here, has left and is now in New York City with J. W. Power, and although it is rumored that he may become associated with the latter in the commission business has decided nothing so far.

E. C. Walker, the new representative of Mogi, Momoni & Co., New York, has received his import samples of decorated vases and is expecting others along within a few days.

M. S. Wallace, Boston manager for the United States Glass Co., is on his way to Pittsburgh, and M. A. Lovell is in charge of the local office during his absence. Besides Mr. Wallace, a number of Boston and New England buyers have gone to Pittsburgh for the exhibition. The list includes Maurice Caro, buyer for Mitchell,

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

Special Notice.

THE CROCKERY BOARD OF TRADE OF NEW YORK.
NEW YORK CITY, December 26, 1913.

Notice is hereby given that the annual meeting of the stockholders of The Crockery Board of Trade of New York for the election of four trustees for the ensuing three years, and for the election of officers for the ensuing year, will, in accordance with the by-laws of the corporation, be held at the Hardware Club, New York City, on Wednesday, January 14, 1914, at 12:30 o'clock p.m.

By order of the Trustees,
L. S. OWEN, Secretary.

HELP WANTED.

SALESMAN wanted to sell best-selling line of silver deposit made. Salary and commission. Also representatives wanted in Boston, Chicago and St. Louis. Liberal commission. Address Box 888, this office.

WANTED—An experienced young man as assistant buyer in the china department. Must be well versed in dinnerware. Apply to J. H. HARRIS, Greenhut-Siegel-Cooper Co., Eighteenth Street and Sixth Avenue, New York.

RETAIL china and glass house requires an experienced shipping clerk. Must be well recommended, sober, and an experienced packer. Reply, giving references and wages expected, to Box 889, this office.

BUSINESS OPPORTUNITIES.

FACTORY LOCATION.—Henrietta, Texas, wants glass factories. Other industries utilize unlimited supply natural gas four cents; silica sand; tile and brick shale; three railroads; low taxes; other advantages. Southwestern trade needs factory here; Panama Canal. Write BOOSTER CLUB, Henrietta, Texas.

Woodbury Co., Boston; L. A. Gregg, for Charles Hall, Springfield; Charles Smith, for Brown, Thompson Co., Hartford, Conn.; F. E. Proctor and Walter Flanders, buyers for Jones, McDuffee & Stratton Co., Boston; Bliss Martin, for Callender, McAusland & Troup, Providence.

Gilchrist employees had a pleasant time at the annual party of their benefit association on Wednesday evening. In its ten years' existence the association has paid \$8,000 in benefits. It was organized by R. H. Heartz, an assistant superintendent of the store and manager of the welfare department, who has been connected with the business forty-four years. He began when the firm was Churchill, Watson & Co., Robert Gilchrist being the "Co."

Colonel Henry L. Kincaide, of the H. L. Kincaide Co., Quincy, is one of the incorporators of the Massachusetts Trust Co., which is to start in February with the largest capital and surplus of any bank ever formed in this State.

Joseph B. Hall, general manager of A. H. Hews & Co., has been admitted to membership in the Chamber of Commerce.

Frank B. Knowlton, an old-time crockery, glass and general storekeeper of Belfast, Me., has died at his home there.

George H. Guest, kitchen furnishings buyer at Jordan Marsh Co.'s, is on his way to Europe on his annual buying trip. J. Guy Hawthorn has returned to his duties as china and glass buyer after several days in New York City.

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CROCKERY and GLASS JOURNAL

NEW YORK, JAN. 15, 1914.

BANQUET OF THE WESTERN GLASS AND POTTERY ASSOCIATION.

BEAUTY, grace and good fellowship marked the eighth annual banquet of the Western Glass and Pottery Association, which was given in the spacious English Room of the Ft. Pitt Hotel, Pittsburgh, on the evening of January 8. It was the second at which the association had the ladies as guests, and hereafter no gathering about the festal board will be arranged by the organization without them. The affair was by far the most successful the association has had.

Those attending the banquet were:

Mr. & Mrs. Harry L. Dixon	J. T. Fuller
Mr. & Mrs. Marion G. Bryce	E. W. Hommel
Dr. & Mrs. W. M. Davidson	Mr. & Mrs. F. R. Swaney
Mrs. J. R. Johnston	R. R. Blair
Mr. & Mrs. Thos. W. Morris	Miss Jean S. Blair
Miss M. E. Markland	Alexander Fraser
Congressman A. J. Barchfield	Mr. & Mrs. H. McHenry
Dean C. B. Connelly	Mrs. W. S. Holabird
Rev. George F. Williams	Mr. & Mrs. F. I. Simmers
Rev. Charles F. Ragen	Mr. & Mrs. J. W. Blaney
J. G. Kaufmann	Mr. & Mrs. H. C. Foster
Mr. & Mrs. F. E. Freese	Mr. & Mrs. R. G. West
Mr. & Mrs. J. O. Challinor	Mr. & Mrs. T. E. Leyman
Mr. & Mrs. H. M. Kelly	Mr. & Mrs. Nicholas Kopp
Clara M. Weinert	Mr. & Mrs. W. F. McNaugher
W. H. Fisher	Harry H. Lewis
William A. Wood	Garrett Bryce
John Deidrick	Carrie Freese
William R. Nickel	Myron Bryce
Joseph W. Byers	Jean Cochran
Oscar E. Brown	Jacob Haitman
Alfred M. Smith	G. F. Walsh
James Bryce	Morris Walsh
Mrs. E. T. W. Craig	E. L. Goucher
Mr. & Mrs. E. W. Bryce	John Johnston
Mr. & Mrs. S. A. Bryce	Mr. & Mrs. H. H. Knowles
Walter H. McClure	John B. MacDonald
Mr. & Mrs. P. R. Kirchner	Miss Annie Meredith
William G. Gundelfinger	Mr. & Mrs. H. W. Smith
Mr. & Mrs. R. Haley	Mr. & Mrs. H. J. Batsch
Mr. & Mrs. W. M. Anderson	Mr. & Mrs. H. H. Phillips
Mr. & Mrs. E. Nickel	Mr. & Mrs. Frank W. Merry
Fred Kline	James E. Merry
D. H. Prosser	Miss Ellen R. Merry
Walter F. Jones	Mr. & Mrs. W. R. Morris
William Gormley	George E. Buxton

W. T. Wilson
Wallace Briggs
M. S. Wallace
Bliss H. Martin
W. F. Wetherell
Mr. & Mrs. G. J. Eibel
H. D. Sackett
Miss Muriel Tebbutt
W. T. Tebbutt
Allen Fink
Albert J. Walker
William H. Thompson
W. H. Walker
Mr. & Mrs. J. Hogan
Mr. & Mrs. S. P. Kenny
Miss Lucinda Pick
A. W. Kimes
H. P. Knoblock
Mrs. L. L. Wilkinson
Mr. & Mrs. J. M. Manor
Mr. & Mrs. J. H. Morton
R. B. Reineck
Mr. & Mrs. G. Heisler
J. P. Gordon
John J. Henry
J. H. Johonnot
Joseph C. Rent
Harry B. Whitney
Harry Fry, Jr.
R. E. Johnston
James M. Uniack
Mr. & Mrs. W. H. Cassell
Mr. & Mrs. A. J. Bennett
Miss Marjorie Bennett
Clayton G. Locke
William C. McCartney
William J. Patterson
Louis H. Fritz
R. L. Cleavenger
Mr. & Mrs. E. P. Ebberts
E. H. Peck
William P. Suickert
Ira M. Clarke
William J. Stuekert
Samuel Irvine
Charles A. Schulte
Harry W. Deidrick
C. G. Cassel
H. B. Duncan
Mr. & Mrs. R. Rawsthorne
R. H. Callahan
H. H. Thomas

H. J. White
Mr. & Mrs. G. E. Harper
Mrs. George W. Burke
Mr. & Mrs. DeWayne Loomis
Mr. & Mrs. Jos. F. Ploeger
Mr. & Mrs. C. E. Dixon
Mr. & Mrs. J. F. Flower
Mr. & Mrs. W. C. Lynch
Mr. & Mrs. P. H. Cullis
J. C. Deens
E. E. Houghtelin
John P. Randle
A. E. Hull
Joseph P. Curry
Mr. & Mrs. C. C. Ashbaugh
Mr. & Mrs. W. B. Brennehan
J. W. Irwin
Miss Mary Louise Irwin
Mr. & Mrs. A. R. Gribben
Mr. & Mrs. T. T. Harnack
R. E. Evans
Mrs. Geary
W. Thomas
L. Philip Martin
Mrs. C. R. Rhodes
Mr. & Mrs. G. R. West
Mr. & Mrs. W. W. Lang
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H. L. Kelly
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N. O. Strasburger
Harry T. Hall
A. P. McPherson
Mr. & Mrs. H. J. Taylor
Mr. and Mrs. H. Nevin
Mr. & Mrs. R. E. Spencer
T. P. Ferguson
Mrs. W. L. Taylor
S. L. Soelberg
Mr. and Mrs. J. H. Simms
Howard Blake
Mr. and Mrs. W. C. Brown
Mr. & Mrs. W. H. Robinson
Mr. & Mrs. F. A. H. Lang
Mr. & Mrs. T. A. Neely
Mr. & Mrs. C. H. Lang
Mr. & Mrs. J. F. Challinor
Mr. & Mrs. M. K. Zimmerman
George M. Jaques
Joseph F. O'Gorman
Vincent Drayne
Leslie W. Rowland

MENU

Fruit Cocktail
 Assorted Fancy Relishes
 Cream of Asparagus
 Fried English Sole, Tartare Sauce
 Lamb Chop Pompadour
 Fancy String Beans
 Chicken Maryland
 Potato au gratin June Peas
 Salad Epicurean
 Nesselrode Pudding
 Assorted Cakes
 Cheese Bon-Bons Coffee
 Cigars

After the dinner, Retiring President H. L. Dixon arose and said:

On behalf of the officers and the members of the Western Glass and Pottery Association I desire first to bid our ladies and other guests a hearty welcome. Their presence here has done much to make this affair enjoyable to the members as well as our invited guests. As I am retiring as your president I desire to express my appreciation and gratification at the success of the institution at this time and thank the members for the unqualified assistance they have rendered during the past year. It is evident that the success of an organization of this kind designed for the mutual benefit and mutual help must depend upon a constantly increasing membership and that is the keynote of success. The success of the future depends largely upon the members of today, and all of the activity and energy that may be displayed by our members in securing applications for

thanks to all members who honored me in electing me to this and the support they have given me during my incumbency. I wish to bespeak for my successor the same loyal support and I will predict that during his term he will move the standing of this organization several notches above where it stands today. Now, ladies and gentlemen, it is my pleasure to introduce to you one who I am satisfied will be announced



DR. WM. M. DAVIDSON.

tomorrow as your next president, the toastmaster of the evening, Marion G. Bryce.

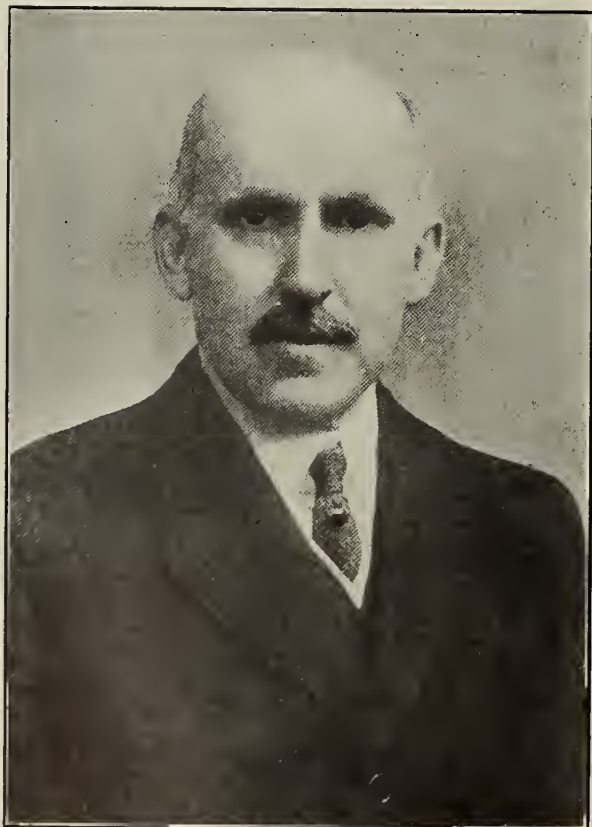
Mr. Bryce said:

"I was tipped off they didn't want the toastmaster to occupy all the time talking, and one reason why I was asked to be toastmaster was because they knew I cannot talk; so we will get right down to business. I might say a lot of things that wouldn't be of interest to you. The first speaker will be Wm. M. Davidson."

Mr. Davidson related a number of anecdotes, after which the toastmaster called upon Mrs. J. R. Johnston, who told of the status of woman throughout the ages, from the cave-dwellers to the time of Homer and on through the creations of Dante and Shakespeare to Ibsen, of whose characters she gave such an analysis that theatre-goers need no longer be puzzled. But what it all had to do with the pottery and glass business was not explained.

Congressman Barchfeld, being called upon, said:

"God forbid that I should speak about the tariff in such a delightful gathering. I would rather tell you of my travels around the world in a semi-legislative capacity. I would like to tell you about some of the people I have met—some of the lands I have visited.



MARION G. BRYCE,
 President

membership is simply adding to the value of their own membership, but our interests are absolutely mutual. I do not wish to take the time of the eminent speakers on our program, and I am going to retire by expressing my



Banquet of the Western Glass and Pottery Association, Fort Pitt Hotel, Pittsburgh, January 8.

As a member of Congress from this city I have been delegated on divers occasions to attend some congresses on the other side of the water, and in doing so I had an opportunity to meet some of the crowned heads of Europe. I recall a very pleasant audience I had with the late King Leopold of Belgium. He gave us a reception at the palace. There were 500 delegates representing twenty-four legislative governments of the world. The king was a very pompous individual. He stood about



MRS. J. R. JOHNSTON.

6 feet 3, but when I was presented was compelled to raise his eyes because I stand 6 feet 5. He asked where I came from, and I said: 'I am from Pittsburgh, Pa., in the United States of America.' 'Ah!' said he, 'the largest manufacturing and industrial city of the world.' I said: 'Thank you, your majesty, for that most gracious compliment for the city of my birth. But I should like to tell you the story of Charleroi, situated about forty-nine miles above my native city on the banks of the same stream.' I told him that in the year 1889 one Jas. McCain, believing that his father's farm had outlived its usefulness, built a window glass-blowing establishment. When completed he applied to Jas. S. Campbell, then president of the American National Glass Blowers' Association, for workingmen. Mr. Campbell smiled and said: 'Mr. McCain, there are no idle window glass makers in the United States.' Said the king: 'That was during your Harrison administration—the most prosperous that your nation had enjoyed up until that time.' 'Again, your majesty,' I said, 'I want to compliment you on your knowledge of American history.' Mr. McCain was told that he had better go to Belgium, particularly to the town of Charleroi in that country, where he found workingmen engaged in blowing glass at the rate of from \$5 to \$8 per week. He told them that in the United States they might receive from \$5 to \$15 per day. They came, saved their earnings and invested in town lots, and are no longer blowing window glass. Just before I left my town a national bank was opened in Charleroi, owned and controlled exclusively by Belgians. The king said: 'That is one of the most pleasing

stories I have heard of any of my countrymen.' And I was the only delegate in 500 that the King of Belgium shook hands with."

The speaker told of visits to the Emperor of Germany, the Queen of Hawaii and the Presidents of South American republics, and then gave place to the Rev. Chas. F. Regan, who said:

"After hearing the speeches, so well delivered, and the vocal solo, so beautifully rendered, I am reminded of an occasion when I was invited to speak where there was music and entertainment before my speech was to be delivered, and the master of ceremonies when my turn came said to me: 'Father, shall we allow them to enjoy themselves a little longer, or shall we call upon you?'"

The speaker then paid a great tribute to the genius of Thomas H. Daly, the Italian-dialect poet and humorist, and gave several readings from his works.

The Rev. George E. Williams spoke as follows:

"First of all, I want to give personal greetings to those of you whose pleasant faces I saw three years ago when I spoke to you in this hotel, and I want also to tell you how proud I am to be in this great city of Pittsburgh. You have toasted Indiana, Iowa, Nebraska and the State of New York, and have touched upon your peaceful Pennsylvania, and yet I have something to say to you tonight in which very few of you will be able to take a share unless you are English. My ancestors founded the city of Pittsburgh. Most of you I suppose are good Americans, and like my distinguished friend Mr. Barchfeld were born here. I am an American citizen from choice, and not from necessity. This is the site visited by Washington in 1754. Do you remember? If you do not, permit me to recall it to your memory. In 1754



CONGRESSMAN A. J. BARCHFIELD.

Washington visited the city of Pittsburgh and recommended the building of a stockade. The French were jealous, drove out the British and built Fort Duquesne and Forbes. The British succeeded finally in driving out the French, who burned their fort and left, and then the British built Fort Pitt. They abandoned it in 1772 and Virginia claimed it. In 1786 Pittsburgh published

its first newspaper. In 1791 it became an incorporated town; in 1804 a borough, and March 18, 1816, a city. You have almost completed 100 years of your history as a city. You built your first bridges across these rivers in the year 1819, and in 1845 you were burned to the ground, and rebuilt. I congratulate you tonight, residents of Pittsburgh. It was Jehovah's people of old



REV. GEO. F. WILLIAMS.

who were led by day by a pillar of cloud, and by a pillar of fire by night. By day our pillar of smoke arises, and by night our fires light up the zenith. That should be enough to call upon Pittsburgh to live and look forward to her glorious future—more glorious than the past.

"My message to you tonight is the necessity of confidence, because of the changed conditions which you will have to meet. There is a little tightening of the purse-strings and you good fellows are the men who tomorrow have got to meet the buyers. I want to meet the conflicts of tomorrow with confidence. May I ask you to look at them from the standpoint of a minister. They are steps in a world-wide progress. What has this country been preaching and speaking of for the last one hundred years but of human brotherhood? What have you been saying for the United States but that it is the home of the oppressed? And now they are taking you at your word. The conditions you will meet tomorrow are not merely the results of tariff adjustment. They are parts of that great movement of united human brotherhood in which the bars are being removed—they are coming down on every hand—and you have got to meet the new conditions. When I use the word 'confidence' I don't mean bluff, nor an asinine optimism that bids you smile while your throat is being cut. But I do mean that confidence which has four qualities, the first one of which is courage. Don't be afraid when you go out tomorrow with good goods, but look the situation in the face and make the best of it.

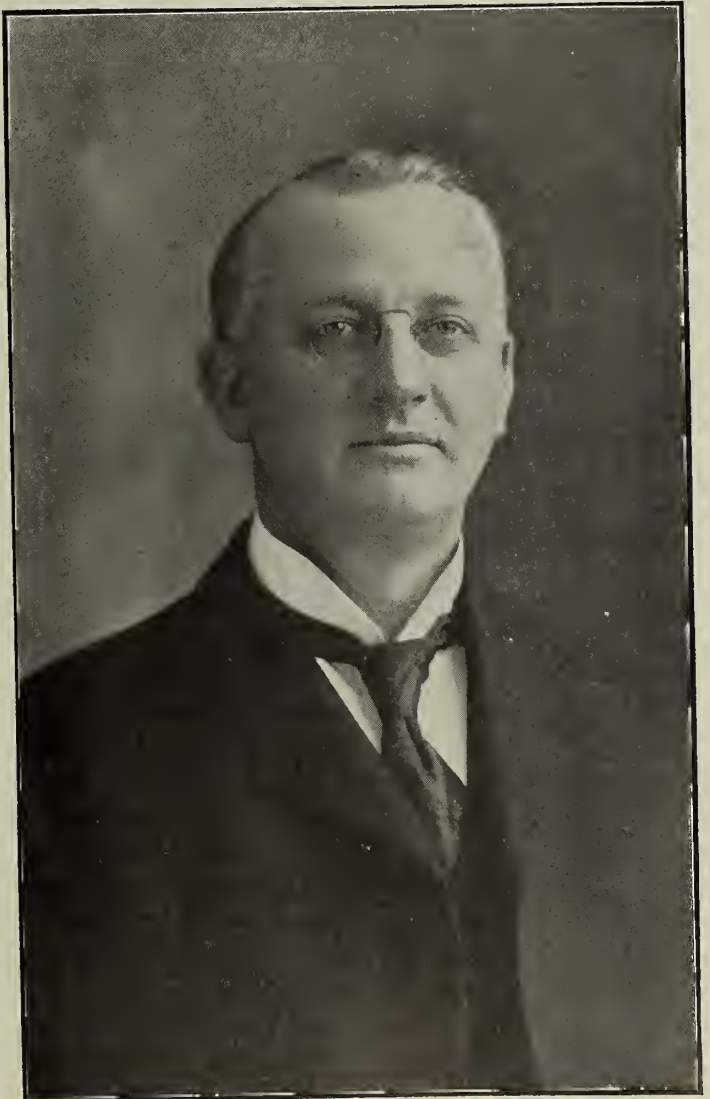
"Some very wise manufacturer once said: 'If general business is on the blink, try a specialty.' And men, I want you to have courage in this new era of business which is coming. I want you to have good courage,

American courage, German courage, Irish courage, British courage, Italian courage, because all of these go to make the courage of the American, and you have got to have that as the first step in your confidence.

"Next, you got to have good cheer. It is no use going into the store tomorrow and saying business is bad. No, gentlemen, we have just as many resources in the great United States tonight and tomorrow morning as we had last week and last year. The attitude is the thing, and so I say to you as a second quality in your confidence take good cheer and unfailing good cheer and unchanged good cheer.

"The third element in your confidence is frankness. There never was a day in business life when there was more need and use for frankness. The liar has to have a long memory, because he has to remember not only what he is going to say, but what he has already said. To you who meet the hard knocks of business life I say be frank. I can pick out in this room successful men who have built their success on frankness.

"Last of all, worth is the basis of confidence. I mean personal worth and business worth. Twenty-five years ago the man that could take the purchasing agent and make him good and drunk was a good salesman. You don't do it any more. When I look in your clean-cut faces I know that you are trying to establish clean relations with your business associates and your buyers. That is the way to get business. The man who is doing



HENRY L. DIXON,
Ex-President

honest business day after day, smiling cheerfully and working with courage, that man is going to increase his business. Tomorrow, when you go out, if you want to have a confident air, remember courage, good cheer,

frankness and worth, and these things will win business for you."

If you can keep your head when all about you
Are losing theirs and blaming it on you;
If you can trust yourself when all men doubt you,
But make allowance for their doubting, too;
If you can wait, and not be tired by waiting;
Or, being lied about, don't deal in lies;
Or, being hated, don't give way to hating,
And yet don't look too good nor talk too wise.

If you can dream, and not make dreams your master;
If you can think, and don't make thoughts your aim;
If you can meet with triumph or disaster,
And treat those two impostors just the same;
If you can bear to hear the truth you have spoken
Twisted by knaves to make a trap for fools,
Or watch the things you gave your life to, broken,
And stop and build them up with worn-out tools.

If you can make one heap of all your winnings
And risk it on one turn of pitch and toss,
And lose, and start again at your beginnings,
And never breathe a word about your loss.
If you can force your heart and nerve and sinew
To serve your turn long after they are gone,
And so hold on when there is nothing in you
Except the will which says to them "Hold on!"

If you can talk with crowds and keep your virtue,
Or walk with kings nor lose the common touch,
If neither foes nor loving friends can hurt you;
If all men count with you, but none too much,
If you can fill the unforgiving minutes
With sixty seconds' worth of distance run,
Yours is the earth, and everything that is, in it,
And, what is more, you will be a man, my son.



J. G. KAUFMANN,
Treasurer

The music furnished at the banquet was thoroughly enjoyed. The instrumental music was furnished by Arbogast, while the selections of the Greater Pittsburgh Male Quartette were of a character that evoked favorable comment. The quartette is composed of Walter C. Ernest, first tenor; William A. Davis, second tenor; Thomas J. Thomas, of the Sixth United Presbyterian church choir, first bass; and George F. Wagner, second bass. Mr. Thomas sang two solos, "A Perfect Day," and "Down Among the Dead Men." Miss Lucille Terrell, soloist of the Shadyside United Presbyterian Church, was highly praised. She sang two selections, "Call Me No More," by Cadman, and "A Birthday," by Woodman.

When Dr. William Davidson, Superintendent of Public Instruction of Pittsburgh, referred to the compositions of Stephen C. Foster, many who heard him at once thought of Jule Braun, the popular glass salesman.

Mr. Braun was not at the banquet, but his many friends there knew of his admiration for "My Old Kentucky Home."

Some seemed to think that William Cassel, of the Central Glass Works, had "something on" Congressman Barchfield in height. But the man whom the Emperor



JOHN NIXON,
Third Vice-President

of Germany wanted to draft for his Imperial Guards is somewhat taller than the popular Wheeling salesman.

The East Liverpool delegation was royally received. Never before did the good old pottery town turn out so well.

The ladies thoroughly enjoyed the affair and promised to be back next January.

When President-elect Marion G. Bryce arose to assume the position of toastmaster the applause continued several minutes.

After the banquet a number of the ladies were escorted through the exhibits on the seventh floor, which is now called by some of the boys "The Sawdust Trail."

Some of the Pittsburgh newspapers "played up" the banquet in great shape. The "Gazette-Times" gave the affair half a column, and the "Dispatch" contained a liberal notice. The "Press" featured the story by running a double-column picture of Mrs. John R. Johnston.

Alex. Frasier is mourning the loss of a wallet containing some money and a scarf pin, the total value being \$175. After the banquet Mr. Frasier accompanied

a guest home in a taxi and upon his return to the Ft. Pitt discovered his loss. The taxi company was notified, and also the police department. The wallet had not been returned at this writing, although it contained identification cards.

Everything went off like clockwork. There was not a hitch in the programme.

W. E. Langdon, of Columbus, O., was one of the guests, and after the banquet became enrolled as a member.

When it comes to singing popular songs the ladies

centre of the table was a Bungalow portable from the display of the Pittsburgh Lamp, Brass and Glass Co.

WESTERN ASSOCIATION OFFICERS.

THERE was a very good attendance at the annual business meeting of the Western Glass and Pottery Association, held at the Ft. Pitt Hotel on the evening of January 9.

Soon after the meeting was called to order by retiring president Harry L. Dixon the following tellers were selected: Harry Whitney, of the Phoenix Glass Co.; William Patterson, of the Star Glass Co.; T. A. Neely,



T. H. LOHR,
Fourth Vice-President



HARRY D. WINTRINGER,
Trustee for one year



W. W. LANG,
Trustee for one year

have the men "faded." The volume of tone put one in mind of a choral society. This feature of the evening was very pleasant.

Since the Association decided that the ladies should be invited to the banquets the attendance has been steadily increasing.

Dean C. B. Connelly, of the Carnegie School of Applied Industries, was a special guest, occupying a seat at the speakers' table. Mr. Connelly is deeply interested in the development of glass and ceramics.

After completing her address Mrs. Johnston was presented by the association with a handsome bunch of American Beauty roses.

On the speakers' table were two electric portables from the display of the Phoenix Glass Co., while in the

with Boggs & Buhl; N. O. Strassburger, with the Atlantic Glass Co.; W. W. Lang, with Kinney & Levan, and M. K. Zimmerman, of the CROCKERY AND GLASS JOURNAL. The election resulted as follows:

President—Marion G. Bryce, of the United States Glass Co.

First vice-president—Emory P. Ebberts, of the Phoenix Glass Co.

Second vice-president—Francis I. Simmers, with Hall China Co.

Third vice-president—John Nixon, New York.

Fourth vice-president—Thomas H. Lohr, St. Louis, Mo.

Secretary—Thomas W. Morris, Pittsburgh.

Treasurer—J. G. Kaufmann, Pittsburgh.

Trustees to serve for one year—Watson W. Lang, Thomas Neely, Harry D. Wintringer, Robert G. West.

Trustees to serve for two years—H. L. Dixon, William C. Lynch, Walter F. Jones, William Patterson.

During the past year the Association lost four members—William C. Deidrick, Chester, W. Va.; W. A.

Scott, Chicago; Daniel H. Stoebr, Massillon, O.; George H. Brown, New Britain, Conn.

The report of Treasurer J. G. Kaufmann showed that the association is on a sound financial basis.

Secretary Thomos W. Morris reported 246 active members, not including eight who were voted in at the annual meeting. Within the coming month at least twenty-five more will be received, for many salesmen and others connected with the trade who attended the banquet expressed the desire to become members.

The report of the banquet committee showed that 260 were present—the largest number ever attending a similar affair of this association.

The next general business meeting will be held Monday night, April 6, at the Ft. Pitt Hotel.

pressed colonial tableware line. The straight optic and spiral optic pressed tumblers also look like good sellers. Geo. Bochman has just left on a trip covering California.

* *

M. K. Lindner, New York manager, and F. Siem, buyer, for the Dohrman Commercial Co., are preparing to leave here January 18 for Europe.

* *

F. M. Dunn, representative of the United States Glass Co., left a few days ago for the Northwest, to be gone for about three weeks.

* *

Geo. A. Boomer, Coast manager for the Plume & Atwood Mfg. Co., and his assistant, C. Kutz, expect



W. C. LYNCH,
Trustee for two years



THOS. NEELY,
Trustee for one year



R. G. WEST,
Trustee for one year

SAN FRANCISCO AND THE COAST.

ACTIVITY is being resumed in the wholesale crockery and glass district after the usual year-end quiet spell, and the trade generally is optimistic regarding the outlook for 1914 along the Coast.

* *

It is reported that the Rochester Stamping Co. is looking for offices in this city, the same to be under the management of T. V. Quick.

* *

At the local sample rooms of the Fostoria Glass Co. samples of new patterns have been put on display in the past week, and they are considered as good values by B. F. Heastand as any he has ever had to offer the trade. The two floral and one conventional stemware pattern are being well received, as well as the new

to go on the road January 15, the latter making the valley towns and Mr. Boomer going to Los Angeles first and then returning here before leaving for Denver.

* *

The basement of the C. C. Richardson store, Chico, Cal., was flooded during the recent rain, incurring a loss in housefurnishings of \$1,000.

* *

Marsh & Kidd have just received samples of new pattern tableware from the Duncan-Miller Glass Co. which Mr. Kidd thinks will win strong favor with the hotel and restaurant trade.

* *

A. A. Otte, Coast representative of the Pittsburgh Lamp, Brass and Glass Co., left the first of the week for Denver, and from there will make a circuit of his territory.

AT THE PITTSBURGH EXHIBITION.

Among the buyers who have visited the market since our last issue are the following:

Henry Berliner, with Gimbel Bros., Milwaukee.
 Lee Schoenthal, with Gimbel Bros, Philadelphia.
 John J. Henry, with J. L. Hudson Co., Detroit.
 Otto Goetz, New York.
 Mr Goldstone, with Nathan & Co, Johnstown, Pa.
 J H Miller, of Miller & Co, Huntington, W Va.
 Arthur T Atherholt, Philadelphia.
 S L Soleberg, with Sioux City (Ia.) Crockery Co.
 P G Rinken, with The Boston Store, Chicago.
 Louis H. Carter, with Snellenburg, Philadelphia
 Ed. Wild, of Wild & Rohn Co., Milwaukee.
 W. J. Carcy, with Zollinger & Co., Canton, O.
 M. A. Swartz, the "The Golen Rule," St. Paul.
 W. Behringer, with Hess Bros., Allentown, Pa.
 Lou Schrange, of Schrange Bros., Wilkesbarre, Pa.
 C. H. Parkhurst, with S. H. Kress Co., New York.
 John Hackenberg, Milton, Pa.
 Mr. Meyer, of Mosauer-Meyer Co., Dayton, O.
 Mr. Hunkler, with Elder-Johnson Co., Dayton, O.
 Mr. Cook, of Folwell Crockery Co., Racine, Wis.
 Mr. Warner, with Erie Dry Goods Co., Erie, Pa.
 Mr. Watson, of Watson & Co., Saginaw, Mich.
 Miss Ella Brennan, with Rothschild & Co., Chicago.
 C. H. Lang, with Kinny & Levan, Cleveland.
 Mr. Charlton, with Jones Bros., Kansas City, Mo.
 Mr. Riley, with C. B. Rouss, New York.
 I. Leopold, of J. Leopold & Co., Baltimore, Md.
 George A. Mackie and Clarence H. Bauman, with Falker & Stern Co., Chicago.
 Walter P. Briggs, with Sibley, Lindsay & Curr, Rochester, N. Y.
 Mr. Harms, with Western China Co., Davenport, Ia.
 G. W. Schermerhorn, of Central City Crockery Co., Syracuse, N. Y.
 Mr. Folwell, of Folwell Crockery Co., Davenport, Ia.
 Will H. Harned, of Zollinger & Harned, Allentown, Pa.
 The Wheelock interests, represented by George Wheelock, South Bend, Ind.; Arthur Wheelock, Rockford; and Harry Wheelock, Peoria.
 David Saunders and Mr. Tibbitts, with Mandel Bros., Chicago.
 Samuel Natkin and Mr. Baer, with "The Fair," Chicago.
 Harry Loengard, with M. Sellers Co., Portland, Ore.
 Maurice Caro, with Mitchell, Woodbury Co., Boston.
 Messrs. Roehling and Herzog, with Pitkin & Brooks, Chicago.
 N C Meyers, with Strauss-Hirshberg Co, Youngstown, O.
 W L Brenn, with G M McKelvey Co, Youngstown, O.
 B O Chapman, with Ogden, Merrill & Greer, St. Paul, Minn.
 Joseph Davis, with Penn Traffic Co, Johnstown, Pa.
 Andrew Moser, with Wm Dorflinger & Son, La Crosse, Wis.
 S W Shumakar, with Bowman & Co, Harrisburg, Pa.
 Mose Strauss, with Charles Rosenheim, Louisville, Ky.

Heisey & Co.—New effects in electric portables are special attractions in the display of this firm, which is

in charge of Charles C. Cassell. Many new items and specialties have been added to the other lines, among which is a syrup and plate made in one piece, and another a two-piece syrup and plate with a sanitary top. A new cone-shaped shaker is also shown. Handsome effects in candelabra and vases, together with cracker jars, jugs and nappies, are on view.

Duncan & Miller Glass Co.—Two new table lines are displayed by Messrs. Rent and Graeser—"No. 83," an optic effect with a silver-band border, and "No. 84," a mitred flute optic creation. Both are distinct departures from anything ever designed by this concern, and are just a bit different from anything in the table line shown here this year. Staples, such as vases, flower baskets, jugs, etc., are to be seen in great variety, together with many special pieces.

Beaver Valley Glass Co.—A. Fraser is showing two dainty etchings on a cut stem line which are meeting with a very favorable reception by the buyers. A full line of pressed and blown bar goods is also shown in great variety.

McKee Glass Co.—Two new table lines are being shown by W. L. Gaston. One of these exemplifies the highest standard in figured pressed glassware, being the nearest approach to cut glass to be seen at the show. And the other, a light cut pattern called the "Wisteria," is the best effort in this direction the factory has ever created. Their line of cut glass electric portables is also very attractive. About everything in staples is to be found in this exhibit.

Jones, McDuffee & Stratton Co.—J. P. Gordon as usual is in charge of the exhibit of this concern, and also as usual his display is notable for its neatness of arrangement. Imported stock patterns in both English china and earthenware are featured in great variety. Visitors to this display are presented by Mr. Gordon with the time-honored tile desk calendar and large red apple.

Mayer China Co.—Some new shapes in individual pieces, made in a vitreous china hotel body, are shown by this concern in conjunction with the general hotel line. In the latter several new open stock treatments are to be had, all of which are in underglaze. Quite a long line of vitreous china handled mugs is also featured.

Rochester Cut Glass Co.—One of the features of this exhibit is an extensive line of water sets shown in room 785 by James M. Uniack and Alexander Fraser, consisting of combination floral and mitre cuttings. This is the largest assortment of water sets ever shown here. James M. Uniack is also displaying a very nice line in a dahlia pattern with a hobnail border from the Hunt Glass Co., of Corning, N. Y.

Vodrey Pottery Co.—Thomas A. Copperstone remained at the Colonial-Annex for a few days only with the display of this concern, leaving for his usual territory after "working" the local trade. A dozen new

Continued on page 28.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JAN. 15, 1914.

COMING TO MARKET?

MANY buyers on their annual visits to this city do not see even a small part of the goods offered. They have a habit of visiting only their favorite houses. Of course they cannot buy from everybody. But before buying at all they owe it to themselves and to their firms to at least know what is in the market.

Every wholesale firm has a specialty that cannot be bought elsewhere, and more often than not it will pay the buyer to take a small quantity of these goods if he cannot buy a large amount. If he feels that he cannot use any, he at least knows what they are, and if his neighbor buys them he is prepared to meet the competition with something else.

The men who have the credit of being the best buyers make a practice of studying the market thoroughly before purchasing. A day or two spent in visiting pays well. There is usually too much haste in placing orders. Buyers only too often work on a time schedule. They want to get back home as quickly as possible, because of business cares. There is no business that they can have that is of as much importance as the proper selection of goods. If they were ill or incapacitated in any way the store would survive for a few days. Then why not take a day or two more to thoroughly canvass the displays?

Some buyers do not like to go where they are not regular customers. There need be no hesitancy in calling, even though no purchases are made. The samples are there for their inspection. The house is more than glad to show them, in the hope that a customer will be made. If there is any salesman so churlish as to be inat-

tentive because the buyer is not a regular customer, the firm would be glad to have that man reported.

Buy all you can! Unless all signs fail, the coming year is to see a big advance over last. Plunging is never advisable, but a good stock well selected will prove profitable.

PERSONAL.

THE new local sales manager for the United States Glass Co., E. T. W. Craig, has been hard at work since the first of the month familiarizing himself with conditions here and making acquaintances in the trade. Mr. Craig has a personality that cannot help but make friends for him wherever he goes. He is very favorably impressed with New York as a place of residence, and has placed his home in Pittsburgh in the hands of real estate agents for sale.



W. H. Bradley, president of the J. D. Bergen Co., spent several days here the latter part of the week conferring with Richard Kohn.



Edward Flynn, who has been representing Kiefer Bros. in the Middle West, has resigned his position.



R. W. Fiske left the latter part of the week for an extensive trip through New York, the New England States and Canada for the Consolidated Lamp and Glass Co.



Fred. Dalgas, president and administrative director of the Royal Copenhagen Works, is expected here from Copenhagen on January 20 to confer with A. G. Lorber regarding a new location for their showrooms in this city.



Robert S. Plowman has engaged with Thos. G. Smith, New York representative of the McKee Glass Co., to canvass the metropolitan district.



Chas. H. Gavitt, of the H. B. Gavitt Co., Westerly, R. I., was one of the buyers that visited the city during the week to place orders for glassware.



The Curran Dry Goods Co., Waterbury, Conn., was represented in the market this week by the assistant buyer for the crockery and glass department.



John J. Hines left for Boston on Sunday to call on the trade. After spending a few days there he will go to Pittsburgh, where he will exhibit his samples at the Ft. Pitt Hotel.



F. L. Wilton, buyer for Nerlich & Co., Toronto,

Canada, was in the District bright and early Monday morning looking over the new glassware samples and placing good-sized orders.



Frank Primrose, representing J. J. Hines, left January 8 for a month's trip through the West.



W. H. Ryon, of the Ryon Mfg. and Sales Co., is in Philadelphia superintending the opening of the concern's new office there.



J. B. Cooper, representing the Cut Glass Products Co. for C. H. Taylor, left this week for a trip covering Eastern territory, as far West as Buffalo, and Southern points. Mr. Cooper was formerly connected with Haviland & Co.



Warren H. Dunn, of the Dunn Sales Co., left for Pittsburgh last Friday to take charge of the Zanesville Stoneware Co.'s exhibit there.



W. A. Cunliffe, the new manager of the Philadelphia office of the Pittsburgh Lamp, Brass and Glass Co., spent Wednesday at the New York office conferring with head sales manager Joseph E. Frechie.



Edward B. Dickinson spent the first half of this week calling on the trade in and around Boston.



Henry Creange returned from Europe on the Lusitania January 9 from a visit to the factories which he represents in this country.



J. H. Venon left on January 8 for a short Western trip.



F. Hollweg, Jr., of Hollweg & Reese, Indianapolis, was in the market placing orders for fancy china during the week.



H. C. Fry Sr., president of the H. C. Fry Glass Co., Rochester, Pa., left for home January 14 after spending several days here.



J. E. Marsden, president of the Liberty Works, Egg Harbor City, N. J., spent the week end in New York, and while here dropped in for a conference with the concern's local sales manager, Edward B. Dickinson.



Mr. Fisher, of the Fisher Cut Glass Co., Atco, N. J., was a visitor in the District this week.



T. W. Hamilton spent last week calling on the trade in Washington, Philadelphia and Baltimore with

the E. Rainaud Co.'s line of portable lamps. He reports his initial orders for this concern as highly gratifying.



The salesmen representing Meakin & Ridgway on the road started on their trips January 10—Norman C. Walker to cover Western territory, Alfred B. Evans, Eastern, and Paul W. Millclot, Southern.



J. E. Fronani, buyer for Woodward & Lothrop, Washington, D. C., visited a number of the agents in the District on Tuesday and placed good orders for pottery and other lines.



Charles Kraft, representing the Pittsburgh Lamp, Brass and Glass Co., is calling on the concern's trade in Connecticut this week.



S. J. Natkin, from "The Fair," Chicago, was one of the important buyers to visit the market a few days ago. Mr. Natkin reports that present indications point to a successful year's business.



Other buyers in town were A. T. Rathbun, for J. A. Roberts & Co., Utica; J. H. Hahn, for Lion Dry Goods Co., Toledo, O.; S. V. Silverthorne, for B. Nugent & Bro., St. Louis; J. A. Armstrong, with J. N. Adam & Co., Buffalo; L. J. Williams, of D. J. Williams & Bro., Scranton; Hering & Jahn, Philadelphia; S. J. Watts, for Woodward & Lothrop, Washington, D. C.



Emil Bronnum, representative of the Royal Copenhagen Porcelain Works, arrived from Europe Wednesday on the Kronprinzessin Cecile and will make a business tour of the States before returning to the factory.

CROCKERY BOARD OF TRADE ELECTION.

THE annual meeting of the Crockery Board of Trade was held at the Hardware Club on Wednesday, January 14. Reports of both treasurer and secretary showed the organization to be in a thriving and prosperous condition.

The election of officers resulted as follows: L. S. Hinman, president; George B. Jones, first vice-president; William H. Dorfinger, second vice-president; C. A. Holbrook, treasurer; L. S. Owen, secretary.

Executive Committee—Lee Kohns, James Davison, C. A. Holbrook, Henry Witte, Gilbert M. Smith, Herman C. Kupper, John J. Miller.

Arbitration Committee—Robert Slimmon, L. D. Bloch, K. L. Wedgwood.

Membership Committee—Wm. R. Noe, William F.

Dorflinger, H. R. Churchill, E. J. Ridgway, Julius Rosenfeld.

Trustees for term expiring January, 1917—Wm. S. Pitcairn, John J. Miller, W. W. Magee, M. Kirchberger.

AT CHICAGO.

THE business situation has begun to settle down. A great deal of the first part of January is taken up in visits by agents to factories, inventories, and possibly banquets; but most of these distractions are about over with, and the "boys" are getting down to business, with the result, even thus early, of satisfactory orders. A very good year is predicted on all sides, with the reservation that it is going to take a whole lot of hard work to make it so.

T. M. Schollenberger has returned from his visit to the East.

Harry L. Kelly, of Kelly & Reasner, has returned from a visit to Pittsburgh and the Eastern factories his firm represents here.

Edward A. Hinrichs, Chicago manager for the Onondaga Pottery Co., accompanied by Mrs. Hinrichs, is spending a few weeks at Haines City, Fla.

G. S. Bailey has resigned his position in the Chicago office of the Federal Glass Co. and will shortly go with the Schram Glass Co., St. Louis.

Miss Ella Brennan, buyer for Rothschild & Co., is on a buying trip to Pittsburgh and the factories at East Liverpool.

Frederick T. Renshaw, Chicago manager for the United States Glass Co., Pittsburgh, is on a visit to the factory.

J. Kohnfelder has resigned as buyer for Siegel, Cooper & Co. to accept a similar position with the Kaufman & Baer Co., Pittsburgh. He will go with the latter concern February 1.

The Earl W. Newton agency is in receipt of several very attractive patterns from the Economy Tumbler Co. factory. A rose design is especially good. G. A. Cody is making a trip to Wisconsin points.

F. Senior Pickles, Western representative for the Hunt Cut Glass Co., is making a trip to Milwaukee and northwest points.

Geo. W. Mackie is on a buying trip to Pittsburgh for the Falker & Stern Co. this week.

Hugh E. King is showing his cut glass and silver

lines at the Palmer House this week. He expects to leave for a several weeks' Coast trip on January 15.

R. G. Kimble, local manager for the Roseville Pottery Co., has now on display the new 1914 lines of jardineres, pedestals, vases, hanging baskets, wall pockets, window boxes, vases and umbrella stands. No more beautiful merchandise in the line of art pottery has ever been shown in Chicago.

J. A. Jacobson, Chicago representative of the Consolidated Lamp and Glass Co., will return shortly from a visit to the banana plantation in South America in which he is interested. During his absence, Chas. Brudewold, who has handled the line previously, is in charge of the office.

George W. Milligan is on a visit to the factory of the Frontier Cut Glass Co., Buffalo. He will also visit New York and Pittsburgh during his trip.

Ray J. Morgan, Chicago representative of enamel ware and aluminum lines, is making a trip this week to Detroit.

The second annual meeting of the Chicago Association of China, Glass and Allied Trades took place at the Grand Pacific Hotel on Friday evening, January 9. As soon as the sumptuous repast had been disposed of the business part of the meeting was convened. The election of officers resulted as follows: Hayden A. Marshall, president; Edward A. Hinrichs, vice-president; James H. Aye, secretary-treasurer. The matter of getting in new members was given attention, and in order to encourage this part of the work President Marshall offered a gold watch to the person securing the largest number during the coming year. Alfred L. Brunn offered an umbrella to the person securing the second largest number. The new members elected at the meeting were Royal V. Andrus, of the office of the Pittsburgh Lamp, Brass and Glass Co., and Walter G. Minnemeyer, factory representative.

GIRL SMASHES \$300 WORTH OF CUT GLASS.

ONE of the maids at the Hotel Henry, Pittsburgh, while cleaning the room occupied by Val Bergen, pushed a Morris chair under one of the display tables, knocked a "horse" from under it and sent sixteen rich cut glass vases and a number of small pieces crashing to the floor. In trying to catch the falling board the girl bumped into another table and broke more pieces. The loss, which was placed at \$300, was promptly made good by the hotel. A wire was sent to the factory for duplicates, and new samples were promptly sent by express and placed on display.

THE METROPOLITAN MARKET

The alterations in Herman C. Kupper's showrooms have been completed, and the extensive line of new samples of Ahrenfeldt china are now on display. Part of the new Schierholz samples are also in and attracting great attention.

It is rumored that there are several more agents who would like to move uptown May 1, but as yet have not closed negotiations for new locations. Most of their leases expire at the above time, and the landlords want to know in the early part of February what they are going to do for the coming year; consequently it is very probable that there will be other removal announcements soon.

Hille & Kraushaar is the name of a new silver deposit concern that has recently started operations at 177 Grand street, and already the business has grown to such proportions that they are looking for larger quarters. They are making an excellent line of guaranteed ware at popular prices. The samples include vases in all shapes and sizes, water bottles, cracker jars, whiskey sets, sugars and creams, teapots, etc. Three attractive patterns are used at present, the "Liberty Bell," "Poppy" and "Horseshoe," and the concern's designers are busily preparing others.

The Stadler Photographing Co., the well-known commercial photographers, are sending to their friends and patrons a beautiful calendar, made completely in their own studios. It is an excellent specimen of photographic art, and shows the extreme care as to detail that is characteristic of this concern's work.

A number of pretty hair-line borders in both colors and gold on the popular "Princess" shape from the Smith-Phillips pottery are being displayed by H. Benedikt. The dainty border effect seems particularly well suited to this shape. A new decoration, the "Colorado," shows a treatment in floral borders which is destined to enjoy a reign of popularity. Mr. Benedikt has discontinued the representation of both the Mills-Gardner and the Crescent Cut Glass Co.'s lines, which gives

him more room in which to display his samples from the Smith-Phillips Co.

The Ryon Mfg. and Sales Co. announce the opening of an office and showroom in the Heed Building, Philadelphia. In addition to their cut glass line they have also taken the agency for the Hille & Kraushaar silver deposit ware for that territory. The new office will be in charge of Mr. Grier, a gentleman of long experience in the glass business.

The first batch of the new samples from the Duncan & Miller Glass Co. is being displayed by Paul Joseph, the concern's sales manager here. They are conspicuous for their simplicity and originality of treatment. There is a fluted pattern that is destined to become a favorite, and a complete line of optic glass with ridged band that will also make a strong appeal for popularity. Both are made in quite out-of-the-ordinary shapes. Mr. Joseph announces that he has just received notice from the factory of a slight advance on common tumblers as well as on gas and electric shades.

The Silex Co., manufacturers of coffee percolators, formerly located at 52 Park Place, removed on Monday to 32 Cooper Square, where they have much larger quarters.

A line of exceptional attractiveness from the Economy Tumbler Co. was received during the week by Thomas Jones, the agent for the company. Nothing prettier than these 1914 samples has been turned out by this concern in a long time. They comprise a number of beautiful deep plate and needle etched designs as well as several light cut patterns in tumblers and stem ware. Deserving of special mention is a punch bowl in a unique shape, with cups to match. These are in an etched grape design.

E. L. Bates is the originator of one of the most attractive patterns that has ever been produced by the Webster & Briggman Co. It is called the "Virginia" and shows a distinctly original arrangement of floral and

panel cuttings. Only pure lead blanks are used by this concern, and the workmanship and finish are very superior.

JOTTINGS FROM BOSTON.

BUSINESS seems to be taking a start again after the holiday lull, and buyers are arriving in fairly large numbers. Best of all, they are placing some very good orders. Among those in town during the week were Charles Conant, for Porteous, Mitchell & Braun, Portland, Me.; A. C. Smith, president of the L. J. Sherwood Co., Caribou, Me.; Meyer P. Alkon, Portsmouth, N. H.; George H. Williston, for Goodnow & Pearson, Gardner; Mr. McBeth, for E. S. Brown Co., and Robert Smith, for Hart & Howland, Fall River; Arthur Ellis, for Almy, Bigelow & Washburn, Salem and Beverly; David Dixon, Lowell; H. J. Astle, of H. J. Astle & Co., Providence, R. I.; George W. Beasley, Wakefield; and E. C. Alward, Stoneham.

W. M. Pingree and M. A. Fuller, of the Tajimi Co., have gone to New York City.

George W. Bcals has started on a trip through the South. He expects to be away until Feb. 21.

William R. Claflin has received a line of handsome samples of the new "Eminence" pattern, a combination of floral and mitre cuttings, from the Krantz & Sell Co., Honesdale, Pa.

H. P. Hunt has just returned from Pittsburgh. The Hunts have received samples of new patterns of Crooksville china.

William Noyes, representing the W. T. Grant Co., is in town. He is starting a line of twenty-five cent kitchen goods and hardware for the Grant Co. in its Lynn store, and says that other stores are soon to be opened in addition to one just started in Albany.

Thomas H. Maguire, traveling for Louis Wolf & Co., is in Maine showing his samples.

Justin Tharaud, of New York, representing L'Union Ceramique, Limoges, will be at the Parker House next Monday with samples.

Samuel Arnold, formerly with Edward Butler, of New York, has been engaged by the Mitchell, Woodbury Co. to cover Michigan and Wisconsin.

W. A. Purington is on a business trip to Philadelphia.

Jerome Jones, of the Jones, McDuffee & Stratton Co., was one of the prominent business men who appeared before Secretary of the Treasury McAdoo

recently and pleaded the need for a Federal reserve bank in Boston. Mr. Jones asked merely for fair play, declaring that New York bankers are claiming the centre of the watermelon, while New England may take the rind, for all they care. To shut out a great commercial and financial centre such as Boston, he said, would be unfriendly discrimination.

The Jordan-Marsh Co.'s Mutual Aid Association has settled upon Feb. 19 for its annual party, to be held in Horticultural Hall.

An involuntary petition in bankruptcy has been filed against the Austin Furniture Co., Fitchburg, at the instance of creditors.

At the Educational and Industrial Union the other evening Mrs. Lucinda Prince gave a dinner to the superintendents of several of the large Boston stores. Mrs. Prince spoke on salesmanship, and Superintendent of Schools Dyer told of a plan to establish in the big stores branches of city schools. Among the guests were H. P. Russell, with R. H. White Co.; J. T. Chasc, with Gilchrist Co, and W. A. Hawkins, with the Jordan-Marsh Co.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

to	Shipments week end'g Dec. 27 '18	Correspond- ing period 1912	Exports Jan 1 to Dec. 7 '18	Correspond- ing period 1912
Boston ....	....	102	6770	6554
New York ..	78	147	8638	10125
Baltimore ...	96	1	6142	8149
Philadelphia.	43	....	2334	2786
New Orleans...	3	2	1527	1092
Newport News	....	....	76	75
San Francisco .	24	41	1487	1475
Portland (Me.)..	28	33	1656	1008
Galveston ....	....	....	372	601
Portland (Or.)..	....	....	203	382
Inland Points ..	17	9	745	814
Total	289	335	29950	33061

From the Freight and Shipping Circular of John Edwards & Co
Liverpool.

to	Shipments week end'g Dec. 27 '18	Correspond- ing period 1912	Exports Jan 1 to Dec. 27, '18	Correspond- ing period 1912
New York	78	147	8713	10194
Boston .....	....	102	7391	6554
Philadelphia. ...	43	..	2485	2883
Baltimore ..	96	1	6126	8149
San Francisco	24	41	1431	1480
New Orleans.	3	2	1527	1095
Portland (Me.)	23	33	1660	1112
Galveston .....	....	....	372	601
Newport News	....	....	76	72
Portland (Or.)..	....	17	211	364
Inland Points	17	5	421	577
Total..	289	348	30413	33111

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

In tableware the factories have been steadily pushing ahead. American factories have made gains in export lines, and in the home trade there has been an especially gratifying increase in demand, which has gone ahead of the normal growth of population and consequent increased demand for domestic uses. The annual display of glassware by the manufacturers of the United States which opened here last week shows a greater advance in design, higher art and more practical adaptability for use than at any time in the history of the trade in America.

It is too early to judge of the competitive effect of the revision of the tariff on glass. In the spring the trade slacks sharply, and foreign manufacturers will then likely try a hand at competition with American factories in their own field. In the meantime the domestic plants are expected to be more fully employed than for some years.

J. E. Marquis, one of the best known pottery and glass buyers in the country, until lately associated with the D. C. Beggs Co., Columbus, O., is now unattached and is spending a season here, making his headquarters in the offices of the Pittsburgh Lamp, Brass and Glass Co.

Buyers are not surprised that items are being sold at higher figures than those prevailing a year ago. The changes have been based simply on the cost of manufacturing, and, as one buyer put it, "there is no chance for argument."

The Pittsburgh Lamp, Brass and Glass Co. announces the following changes and additions to its sales forces: Roy E. Larzelere has been transferred from the Buffalo to the Boston territory; Henry Scott, who has been covering Indiana, has been given the Buffalo district, while Fred Long, who has been covering Illinois, will hereafter travel the Indiana territory as well as the former State. George F. Faulke and Herman F. Lartz, attached to the St. Louis office, will cover the Southern States. Richard M. Peare, formerly with the Art Metal Works of Newark, N. J., has been given the manage-

ment of the Chicago office, vice Daniel H. Stoehr, deceased. Robert West will continue as manager of the resident office in Pittsburgh.

The Rochester Cut Glass Co. will hereafter make a feature of water sets in conjunction with its cut tumbler business. For many years this firm made cut tumblers exclusively, but of late has been branching out into several other lines. The water sets are to be had in thirty-seven different patterns, and it is planned to add to this number from time to time. The factory is under the management of Robert Johnson, who is well known to the trade.

The general sample rooms of the United States Glass Co. have been visited by about every buyer who has come into the market this season, and the salesmen have been kept unusually busy. All the tables have been rearranged, and the lines are shown to advantage.

Thomas Schollenberger, of Chicago, who represents Ripley & Co. in that city, arrived here late last week to spend a season at the general offices of the company, and to also view the exhibit at the Ft. Pitt. He said that trade in Chicago was good, and that he anticipated an active spring season.

Thomas Lohr, manager of the St. Louis office of the Pittsburgh Lamp, Brass and Glass Co., did not expect to visit the district this season, but the recent death of his father at the old homestead in Jeannette caused him to come East. He spent only a day at the Ft. Pitt greeting his former associates.

Edward Crawford, factory manager for the Smith-Phillips China Co., East Liverpool, and W. S. Crowl, the Middle West representative, were at the Ft. Pitt last Sunday, spending the day with W. L. Young, the Eastern representative.

The Tarentum Glass Co. will place a complete line of lighting glassware on the market toward the latter part of the month, and will probably open a Pittsburgh sample room. R. C. Jonas, a brother of Jack Jonas,

the former well-known pottery salesman, has been assigned to the Middle West territory by this company.

The possibility exists that the Deidrick Glass Co., which has been doing business at Rochester, Pa., will remove its plant to Cleveland ere long on account of inability to secure sufficient room at Rochester.

TOY CLASSIFICATION TO BE RESTRICTED.

THE Treasury Department has reached the conclusion that articles in many lines are being allowed to enter this country as "toys" at too low a rate of duty. It is said that classifying and appraising officers have been too liberal on articles said to be intended for the amusement or use of children, and Assistant Secretary of the Treasury Hamlin has sent a notification to William L. Wemple, Assistant Attorney General of the Department of Justice, ordering an appeal to the Customs Court from a recent decision of the Board of General Appraisers dealing with the proper classification of other lines that have heretofore been entered as toys.

THE CONDITION OF BUSINESS.

Now that stock-taking is nearly over, **New York** the agents are beginning to look for orders. Stocks in the hands of retailers are meagre, and an early buying movement to replenish is looked for.

Wholesalers express themselves as being entirely satisfied with conditions thus far. It is too soon to look for results from the salesmen, most of whom have only just reached their various territories, but the mail orders received direct are of fair size, and the few buyers that have visited the market seem inclined to place larger orders than they have for some time previous. Altogether, the business done is about normal, and in some instances is running ahead of last year.

A decidedly more hopeful sentiment prevails throughout the trade, both wholesale and retail, than has been apparent for a long time. Confidence is strengthened by the removal of uncertainty regarding currency legislation; there is a more cheerful aspect all around; and the aggressive preparations for the year's business seen on every hand are evidence of the optimistic feeling that exists.

Retail trade has been rather quiet since the holidays except where stimulated by special sales. However, renewed activity is expected with improved weather conditions.

Nearly all the domestic agents, and many of the importers, have their 1914 samples in, and all expect to be

ready with their new lines by the last of the month in plenty of time for the opening of the import season.

Interest at present is centered in the exhibit at Pittsburgh, where there is a goodly attendance of buyers.

Pittsburgh and Vicinity

A host of buyers has come into the glass market during the past fortnight, and while more or less "shopping" is being done manufacturers say that orders are such as to insure active operation of their plants throughout the spring season. The market has firm tone, and it is generally believed that this condition will remain throughout the year.

East Liverpool and Vicinity

The first two weeks of the new year have produced some good business for the pottery manufacturers in this district, although it is admitted that many buyers who have journeyed here have done more or less "shopping." Salesmen who have "hit the trail," however, have been sending in some nice orders, and with what is already on the books continued activity in all plants is assured.

TO REVISE CUSTOMS REGULATIONS.

SO many new questions relative to administration have come to the front due to the new tariff that the Treasury Department has appointed a committee to revise the customs regulations furnished to officials throughout the country as a guide in the discharge of their duties. Many regulations rendered unnecessary by the new law will be dropped, while others will have to be added or revised.

The last revision occupied about four years, but Assistant Secretary Hamlin is hopeful that the one under consideration can be accomplished within a year.

OBITUARY.

JAMES G. OWREY, aged fifty-two, a native of New Castle, Pa., and for many years chief clerk in the office of the Co-Operative Flint Glass Co., Beaver Falls, Pa., died last week of pneumonia. He was a member of the Masonic fraternity and also of the Knights of Pythias.

Karl Lindeman, aged eighty-one, a resident of Beaver Falls, Pa., for the last thirty-seven years, is dead. He was a native of Germany, and came to the United States when a young man. He was one of the founders of the Co-Operative Flint Glass Co., Beaver Falls. A widow and one son survive.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

We have it upon excellent authority that a deal is now pending for the outright purchase of the Kittanning plant of the Pennsylvania China Co. by a Western pottery interest. It is said that the intending purchaser will not take over the Ford City plant, which has been engaged in the manufacturing of electrical goods. The Kittanning property has a capacity of seven kilns, and the factory as a whole is said to be in excellent condition. Should the Western interests secure the plant they will operate it in connection with their present business.

Jerry Porter, for many years identified with the management of the Clinton (Ky.) Pottery Co., died recently. He was well known to all the Southern trade.

The decorating of imported china gives promise of developing into a good business here, judging from present indications. Buyers who have seen the lines here and in Pittsburgh have placed liberal orders for immediate delivery.

There has been hardly a buyer visiting the big Pittsburgh exhibit but what has come down to this market. All those listed elsewhere in this issue have been here.

Charles L. Casey, of the Guernsey Earthenware Co., Cambridge, O., has had plans prepared for a large addition to the plant. The cooking ware made here is having an exceptionally heavy run, and a greater producing capacity is an absolute necessity.

Work is progressing on the new seven-kiln pottery plant of the Consolidated Manufacturing Co., at Grafton, W. Va. Foundations for the kilns are about completed. George Ahrendts, formerly cashier of the First National Bank of Chester, W. Va., will be secretary-treasurer of this new concern.

"We are doing an excellent business, and have a large file of orders," said William E. McConnell, of the

Ohio China Co., this week. "We have brought out a number of new treatments on our dinnerware, and together with those on which we had a heavy run last year we have a line that is proving a most popular one with jobbers."

The immense capacity of the Homer Laughlin China Co. in Chester is a great surprise to some of the buyers who have visited it. This is the first year some of them have been in the district, and it has proved a business education for them.

On many items there is a decided shortage—teas and plates particularly so.

It looks as if the "Astor Agreement" will not be opened February 1 by either manufacturers or workers. Both sides, and especially the workers, appear to be content to "let well enough alone."

Pottery manufacturers and salesmen here who attended the banquet of the Western Glass and Pottery Association in Pittsburgh last week are still talking about the affair. Judging from present expressions, the delegation from this city to Pittsburgh next January will be larger than ever.

The pottery industry has been chosen to lend educational value to a moving picture drama entitled "At the Potter's Wheel." The actors are engaged in the various occupations around a pottery, and perform their work with such apparent interest that it is with difficulty they are distinguished from the regular force.

Wheeling, W. Va.

The annual meeting of the American Ceramic Society will be held here Feb. 24 to 27. By a referendum vote taken last week, Wheeling was selected as the next meeting place over New Orleans, which put up a fight for the honor of entertaining the convention. This city was chosen largely through the efforts of C. E. Jackson, manager of the Warwick China Co.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of October, 1913, compared with the same month in the preceding year, were as follows:

	1912	1913
Great Britain.....	\$264,156	\$198,098
Austria.....	69,996	70,069
France.....	140,864	158,895
Germany.....	486,249	445,114
Japan.....	209,005	154,784
Other Countries.....	32,859	28,122
Total.....	\$1,202,609	\$1,054,582

FOR TEN MONTHS ENDING OCTOBER.

	1911	1912	1913
Great Britain...	\$2,051,281	\$1,828,856	\$2,000,545
Austria.....	578,107	538,698	589,291
France.....	1,420,444	1,253,626	1,572,440
Germany.....	3,837,184	3,343,835	3,346,708
Japan.....	1,072,252	1,036,722	1,236,814
Other Countries	302,063	250,467	280,088
Other Europe..			
Total.....	\$9,261,331	\$8,251,724	\$9,025,886

TOYS

	1912	1913
Germany.....	\$1,170,485	\$994,794
Other Countries.....	113,084	106,284
Total.....	\$1,283,569	\$1,101,078

FOR TEN MONTHS ENDING OCTOBER.

	1911	1912	1913
Germany....	\$6,394,448	\$6,145,323	\$6,913,431
Other Countries	819,517	786,482	985,661
Total.....	\$7,213,965	\$6,931,805	\$7,899,015

GLASSWARE.

OCTOBER		FOR TEN MONTHS ENDING OCTOBER		
1912	1913	1911	1912	1913
\$216,179	\$180,842	\$1,868,950	\$1,803,223	\$1,711,982

CHINA CLAY.

OCTOBER		FOR TEN MONTHS ENDING OCTOBER		
1912	1913	1911	1912	1913
\$110,537	\$57,276	\$1,297,249	\$1,379,838	\$1,300,306

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

OCTOBER		FOR TEN MONTHS ENDING OCTOBER		
1912	1913	1911	1912	1913
\$46,405	\$65,677	\$613,654	\$559,508	\$625,882

AT THE PITTSBURGH EXHIBITION.

Continued from page 19.

treatments were shown on the "Melba" plain dinner shape, and new patterns on the semi-fancy shape. Salads, berry sets, plaques, jugs and both white and decorated hotel ware were also displayed.

Central Glass Works—Six new lines of blown and stemware are shown by Thomas H. Butcher. Three of these are very clever creations in needle etched work, and one is a deep plate etched pattern. Two plain lines are also on view. One of the features of the exhibit is a rye highball set for individual home service. All the designs contain new ideas and represent about the last word in such work. The arrangement of the display is one of exceptional neatness.

Co-Operative Flint Glass Co.—General lines of tableware and a number of new specialties, both crystal and crystal and decorated, are featured by this concern. The arrangement of the display is a credit to W. A. Reaper, who is in charge.

Taylor, Smith & Taylor Pottery Co.—Cecil E. Taylor is showing the general dinner ware lines of this well-known concern in a very attractive manner. The "Verona" shape is to be seen in a number of new and exclusive treatments, and the "Pennova," or fancy shape, is also to be had in many decorations. The covered jug line has been improved, and is most attractive. Toilet ware is shown, as well as a number of new treatments in baby sets.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—An experienced salesman with a successful record and an established clientage in the Central and Southern States to represent a cut glass factory, as a side line, on commission basis. Address Box 891, this office.

SITUATIONS WANTED.

SUCCESSFUL salesman of fifteen years' experience wants cut glass line for the Middle West and South. Has large clientage among the department store and jobbing trade in that territory. Address Box 890, this office.

BUSINESS OPPORTUNITIES.

FACTORY LOCATION.—Henrietta, Texas, wants glass factories. Other industries utilize unlimited supply natural gas four cents; silica sand; tile and brick shale; three railroads; low taxes; other advantages. Southwestern trade needs factory here; Panama Canal. Write BOOSTER CLUB, Henrietta, Texas.

You can increase your profits with a cost system.

W. E. LANGDON,

Certified Public Accountant. Efficiency Engineer.
Resident Pittsburgh Representative.

Harrison Building, Columbus, O.

CROCKERY and GLASS JOURNAL

NEW YORK, JAN. 22, 1914.

ANOTHER DINNER AT PITTSBURGH.

TWO years or more ago some wise heads among the glass manufacturers of Pittsburgh thought it would be a good idea to organize a club—that a social gathering occasionally would be of benefit, as matters pertaining to manufacturing were constantly arising where conference was advisable. With this end in view the club was organized, and has held luncheons from time to time. One of these occurring on the 15th of January, right in the middle of the time set for the pottery and glass exposition, it was decided to extend an invitation to visiting buyers and the various salesmen in the hotel to dinner.

At seven o'clock, therefore, last Thursday evening the members of the club and their guests, to the number of ninety-six, sat down to a spread at the Fort Pitt, as follows:

Marion G Bryce	George Mortimer
Arthur H Bennett	Ira M Clark
Jas D Wilson	Harry B Duncan
Harry B Whitney	Samuel Irvine
George M Jaques	E W Brice
Thos R Crock	George W Fry
Walter H McClure	David Fisher
H M Brackenridge	Ernest Nuel
Andrew J Smith	Harry Lowengood
Capt Edw Muhleman	J O Challinor
Chas West	Dent A Taylor
Wm J Ford	John Jaeger
Master John Henry Ford	Thos H Butcher
Harry Northwood	T J Straight
C A House	Carl Northwood
F W Merry	Wilbur McGregor
H E Merry	K A Rock
Jas F Challinor	A F Niedick
J B Clark	David H Prosser
Dos Taylor	H N Frisbie
C L Gaunt	W F Jones
James Hogan	Hugh Adams
C E Jones	Samuel R Frier
D King Irwin	Maurice A Smith
Max Herbert	D H Cushwa
Isidor Rothstein	Jas Boyce
W C McCartney	H W Nickel

David S Saunders
Edw Tibbits
Frank E Freese
A F Brady
F T Renshaw
H M Kelly
W I Campbell
O F Murray
F A Anderson
W C Dillon
M S Wallace
F L Bryant
J Howard Fry
W E Hunter
Frank W Gardner
Robert G West
Harry B Ross
M K Zimmerman
Saml O Paull
Frank H Young
Sam'l J Natkin

Myrie Bryce
S A Bryce
Rueben Haley
J F Fisher
Wm A Wood
W J Patterson
H W Diedrick
John Kunzler
Geo Wehr
Thos B McCreary
C M Rodefer
C R Herman
C W Lancaster
J G Kaufmann
J E Hill
Chester DuBois
L P Martin
W L Gaston
Geo D Sailer
W J Owen
J F O'Gorman

The menu was not elaborate, but very choice—Martini and fruit cocktails, cream of chicken soup, fried chicken, Maryland style, tips of asparagus salad, ice cream in forms, Roquefort cheese, coffee and cigars. A bottle of sparkling Burgundy stood at each plate.

At 8:30 Walter McClure, mounting a chair, called the meeting to order and introduced Marion G. Bryce as chairman of the committee, he and Frank E. Freese having attended to all the details. Before Mr. Bryce could say a word the company broke out with "For he's a jolly good fellow." He finally got their attention and introduced Arthur J. Bennett, president of the club, who was to act as toastmaster.

Mr. Bennett said that it was the first time the club had had an opportunity to invite the buyers and salesmen to break bread, and he extended to them a hearty welcome. In their monthly conferences the manufacturers sometimes made charges which were not true; and in getting together like this better acquaintance was established and false impressions were eliminated, and he trusted this would not be the last time they would meet, as it was proven that neither the salesman nor the buyer were as bad as they were sometimes painted.

He then referred to the Rev. Geo. F. Williams' address at the Salesmen's banquet a week before, copies of which had been laid before every guest, and said that the reverend gentleman had struck the keynote when he took for his subject "Confidence," and he hoped that everyone would read that speech. He then said that he had great pleasure in introducing a gentleman he had known for a great many years and who had proved himself not only a capable glass manufacturer, but a good merchant—Captain Muhleman.

The captain began his remarks by saying that the "young" man who had just given them an exhibition of dancing ought to make the old men ashamed of themselves. He had known the dancer so many years he did not dare enumerate them, and yet he knew no one so agile. He was more than pleased with the cheerful feeling evinced at the banquet. It argued well for the future. He believed that sentiment was a good thing to have in business, and there was an evidence of brotherhood at this feast which led him to believe that there was not a man present who would not rather do a kind act, even to an enemy, than not. Service was one of the great assets in business—service in salesmanship, service in delivery, service in everything pertaining to the trade.

The toastmaster then introduced J. D. Wilson, secretary of the club, who read several letters of regret from absent members, and followed with a few jocose remarks in his own inimitable style.

Mr. Bennett said that he had overheard a story told by the president of the Tarentum Glass Co. that was so good that he would call on that gentleman to repeat it. Mr. Brackenridge thereupon did so and convulsed the audience.

The toastmaster spied in the throng a furniture man who handled crockery and glass whom he said never took off more than two per cent from a thirty-day bill, and he called on C. A. House.

Mr. House said that he appreciated the introduction, but if he got to talking they would be sorry, for, as in Kathleen Mavourneen, he might go on "for years, and maybe forever." As a matter of fact, he made a very brief but entertaining speech.

Mr. Bennett then called upon Mr. Prosser, who said that the department store buyer was often misunderstood. For instance, he had been given a certain amount to spend, and the Fort Pitt display had got all his money, so that he did not have anything left to go to other warerooms. It wasn't his fault. He would buy from all of them if he could.

The toastmaster said there was with them a man who was a real merchant and a credit to the trade. He had known him for years and considered him one of the best buyers in the business, and he had great pleasure in introducing Isidor Rothstein.

Mr. Rothstein, who was received with a round of applause, said that in looking at business from his side of the fence he thought that buyers should meet the salesmen on the level. Their time was just as valuable as that of the buyers. He had been buying for many years, and he made it a point to see as many salesmen as possible, even though he could not buy

from them all. He said that he learned that from E. D. Bartholomew, and had found the plan to work well. He thought that meetings of this kind were of great benefit to all concerned.

Then Mr. Bennett said he would introduce the youngest man in the business—Mr. Jaques, of the CROCKERY AND GLASS JOURNAL.

Mr. Jaques talked reminiscently of the glass manufacturing industry in the years gone by, and referred to men like Bakewell, Pears, Challinor, Taylor, Adams, Bryce, Ripley, and a score more of the old-timers who had gone to the Great Beyond, remarking that he was doing business to-day with the grandsons of some of those early manufacturers.

Sam Paull said that the proposition put up to him to make a speech was too sudden. He could hold his own in conversation, he said, but that was all. Nevertheless, he spoke in a very pleasant way for a few minutes.

Harry Duncan tried to escape, but was corralled at the door, brought back, and made to say a few words.

David Saunders said he believed meetings of this kind would result in great good. They would facilitate co-operation between the salesman and the buyer, who would thus learn to have more faith in one another. He said that when he came to market he had only so much money to spend, and he tried to give it all to his friends. If he didn't they would say he was no good. He tried to make the idea go round that everybody was his friend, and he did not try to buy at fifty cents on the dollar, either.

A vote of thanks to the dinner committee was given with gusto.

As at all the banquets given at Pittsburgh, the music was an important part of the programme. Copies of the songs sung at the Salesmen's banquet a week before were distributed, and everybody joined in heartily.

William Ford, of Burley & Tyrell, initiated his young son at this affair. The lad is a bright fellow of about fourteen and he seemed to enjoy every minute of it.

One could not but contrast this banquet with the one of the week before. Both were fine in their way, but as different as possible. The ladies who were present on the previous occasion caused the utmost decorum. At this, while there was no unseemly liberty, there was a noise and buzz and good fellowship and geniality that spoke well for the good feeling existing among the salesmen thrown so closely together for nearly a whole month.

THE WHOLESALERS' CONVENTION.

THE convention of the wholesalers of crockery and glassware will take place February 11 at the Biltmore, this city. For many years—in fact, ever since the Holland House was opened—the meeting has been at the latter hotel. The "uptown movement" seems to have spread even to this gathering.

THE METROPOLITAN MARKET

Excellent taste has been shown in the fitting up of the new C. H. Taylor showrooms, suite 208, Fifth Avenue Building, and no expense has been spared to make them as handsome as any in the trade. The lines are arranged very advantageously. The beautiful new samples of art pottery from S. A. Weller, Zanesville, O., occupy one side of the room, and the glistening array of the Cut Glass Products Co. the other. This includes the goods of the Jewel Cut Glass Co., Newark, N. J.; H. C. Fry Glass Co., Rochester, Pa.; Mills, Gardner & Co., St. Charles, Ill., and the Chicago Cut Glass Co. It makes a magnificent showing and gives a range of prices that covers the entire demand for cut glass. Mr. Taylor will hereafter have the assistance of his former road representative, William Albert.

The opening of the import season will find Bawo & Dotter prepared with one of the most comprehensive displays ever made by the concern. As usual, the open stock dinnerware, representing a varied assortment of products from French, Austrian and English potteries at a wide range of prices, will be a special feature of the stock. However, every department will be found brimfull of novelties, and the buyer will find enough there to keep him interestedly occupied for all the time he can devote.

The new showroom for the Wileman & Co. line of Shelley china and earthenware, for which Maddock & Miller recently became the agents, has been completed and a full assortment of samples is now on display. The new room, which is located on the same floor with the Royal Worcester china, with its black finished woodwork and fixtures and red walls with velvet draperies of the same shade, makes a very handsome setting for the new line, which includes some very rich service plates in acid gold and enamel decorations, together with floral treatments that are as entirely different as they are beautiful. There is a great display of dinnerware in a variety of patterns and shapes, as well as breakfast sets, children's sets, etc., and a unique line of earthenware novelties that are very artistic. The Allerton china is also shown in this room, and the new samples on display include many pretty shapes and

designs in tea and breakfast sets, etc. Frank S. Warren, the manager of this department, says that with these three lines he covers the full range of prices, from the popular-priced to the most expensive.

The Irving Cut Glass Co. justly prides itself on its new three-leaf clover design, which is a very clever conception, combining exceptional daintiness and originality. A great array of new samples in this and other equally attractive patterns is now being shown by F. W. Reichenbacher, including many articles not heretofore made by the concern. Among other things is a full assortment of vases in all sizes; a square one beautifully cut and very moderately priced is a leading feature of the line.

Thomas Edge has just put on display several beautiful new designs in stemware from the Potomac Glass Co. which show the same care as to detail that always characterizes the products of this factory. The new patterns are in extremely dainty light cuttings and deep plate etchings, and are sure to win instant approval. They are remarkably low priced, and cannot fail to find ready purchasers.

B. Tomby's immense line of 1914 import samples has necessitated his making changes in his showrooms in order to display them properly. Never before has the Reinhold Schlegelmilch line of fancy china been more complete than now, consisting as it does of more than three hundred new articles in over fifty decorations. Among these will be found many decided novelties.

Here's another one for the pessimists in the trade: Axel G. Lober, sales-manager for the Royal Copenhagen Porcelain Works, reports that the past four months have shown an increase in the concern's business in this country of forty per cent over last year for the same time, and that the outlook for the year gives every promise of its being a record-breaking one.

William Dealing has just taken the agency for the George A. Ray Mfg. Co., Buffalo, N. Y., makers of an extensive line of copper, nickel and brass goods.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

- A Baettcher, hf, O'Connor, Moffatt & Co, San Francisco. 114 Fifth ave.
 C Mark, t, A Mark's Sons, Amsterdam, N Y. Wellington.
 J Postley, hf, Baltimore Bargain House. 72 Leonard.
 I Halpern, hf, Pettis D G Co, Indianapolis. 2 Walker.
 D E Healey, hf, c, Cohen Bros, Jacksonville, Fla. 225 Fifth ave.
 Mrs L B Walter, s, Gimbel Bros, Philadelphia. B'way and Thirty-second st.
 J Kelley, hf, Smith, Murray Co, Bridgeport, Conn. 55 White.
 H E Kline, hf, Watt & Shand, Lancaster, Pa. 55 White.
 C W Conant, hf, Porteous, Mitchell & Braun Co, Portland, Me. 55 White.
 W O Day, hf, Miller & Rhoads, Richmond, Va. 55 White.
 J Donovan, hf, Robertson & Sutherland Co, Lawrence, Mass. 55 White.
 W E Goodman, hf, M O'Niel & Co, Akron, O. 2 Walker.
 A P Spengler, hf, Bush & Bull, Easton, Pa. Grand.
 C Smith, hf, t, Brown, Thomson & Co, Hartford, Conn. 2 Walker.
 J A Keller, hf, t, Denholm & McKay Co, Worcester, Mass. 2 Walker.
 A F Ellis, hf, t, Almy, Bigelow & Washburn, Salem, Mass. 2 Walker.
 R J Calm and A J Klein, hf, Dives, Pomeroy & Stewart, Reading and Harrisburg, Pa. 2 Walker.
 P C Schaeffer, hf, Adam, Meldrum & Anderson Co, Buffalo. 2 Walker.
 A Jasman and J P Averil, hf, t, Meier & Frank Co, Portland, Ore. 31 Union sq.
 D J Owlër, t, Callender, McAuslan & Troup Co, Providence, R I. 2 Walker.

JOTTINGS FROM BOSTON.

AMONG the buyers this week were Charles Rochat, North Adams; John Harrington, for Harris & Mowry, Woonsocket, R. I.; H. A. Wippich, Provincetown; M. F. Wood, Lowell; H. W. May, Claremont, N. H.; John Wilson, of John Wilson & Co., Greenfield; F. W. Hatch, Dover, N. H.; H. Davis, Belfast and Rockland, Me.; George Bruorton, for the Shepard Store, Providence, R. I.

George A. Granville has received samples of new glassware, fruit and candy jars for soda fountain use from Heisey's factory.

Jordan's sixty-third birthday anniversary sale, Tuesday and Wednesday, brought a big rush of business to the china, glass and kitchen furnishings departments. Houghton & Dutton Co. report a remarkably

good business the past few days in the china and glass department. R. H. Stearns & Co. are closing out the Wells, Burrage Co. stock which they bought last fall.

F. W. Woolworth Co. is soon to open a new store on Main street, Charlestown district.

Charles Kaiser, from Morimura Bros., New York, who has been displaying his firm's lines of import samples at the local salesrooms for the past few weeks, left the last of the week for Philadelphia, where he will open at the New Bingham Hotel.

Edward C. Ledger, representing William S. Pitcairn, New York, was showing his samples at Parker's.

Justin Tharaud was at the Parker House with L'Union Ceramique's lines.

J. B. Cooper, representing the Liberty Cut Glass Co., was one of this week's visitors. He was at Parker's.

Gaston Weinstein, representing Henry Créange, came on from New York with his French and Italian china samples.

J. J. Hines of New York has been visiting the trade with his samples of B. & H. French china fancy goods.

Frank W. Tully, publicity manager for the R. H. White Co., and Mrs. Tully are on a trip South and will be away three weeks.

Robert Jordan, son of Eben D. Jordan, head of the Jordan-Marsh Co., and one of the merchandise managers of the store, has left for a few weeks' trip through the South.

Maine Hills, one of Mitchell, Woodbury Co.'s travelers, has resigned to enter the drug business at his native place, Belfast Me. Frank I. Perkins will travel in Mr. Hills' place. Z. M. Williams, the firm's representative in the South, has been visiting headquarters this week, as has also John O. Coleman, Middle West representative. Maurice Caro, the glass buyer, who has been on a trip to Pittsburgh, arrived home the last of the week.

R. W. Fiske, representing the Consolidated Lamp and Glass Co., is visiting the trade in this section.

W. M. Pingree, the Tajimi Co.'s Boston representative, left on Wednesday for Bangor, Me., and will be gone ten weeks on a trip to all of the larger cities of New England. M. A. Fuller has also started on his New England trip. Mr. Pingree will visit about fifty cities and Mr. Fuller will display his lines in the one hundred smaller places. The Tajimi Co. has just

Continued on page 20.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Cut glass salesmen who have been exhibiting at the Ft. Pitt Hotel here have in some instances not done the volume of business they anticipated. The reason for this is found in the fact that buyers as a rule do not come to this market to buy cut goods, but rather other glass and pottery lines. A number of buyers interviewed by the writer say they prefer to order from the salesmen when the lines are shown in their local towns and cities.

Quite a few of the pottery and glass salesmen now in the district have been entertained by local friends at the Pittsburgh Athletic Club during their stay here.

M. S. Wallace, manager of the Boston office of the United States Glass Co., spent last week in this district, dividing his time between the general sample rooms of the company and the Ft. Pitt Hotel greeting buyers who arrived from his territory.

The abolishment of Sunday night work has decreased production in some instances as much as twenty per cent. The union plants now start work on Monday morning and close the week at noon on Saturday.

Samuel O. Paull, general manager for the Eagle Glass and Mfg. Co., Wellsburg, W. Va., says that since the company started to specialize in lighting glassware the capacity of the factory has had to be increased.

The Diamond Glass Co., Indiana, Pa., plans to specialize this season on its decorated lemonade and water sets and iridescent ware in addition to its cut line. A number of items for the confectionery trade will also be featured.

A. J. Smith, president of the McKee Glass Co., is leaving with his wife to spend a couple of months in Los Angeles.

Contracts have been awarded by Ripley & Co., Connellsville, Pa., for the erection of a second fifteen-pot furnace, work upon which is to start February 1. On that date the firm will give up its suite of offices in

the House Building, Pittsburgh, and will thereafter maintain a business office only in room 601 Park Building, at Fifth avenue and Smithfield streets. H. B. Foster has been appointed resident representative in Philadelphia, with showrooms at 1333 Arch street, while Howard Bokee, 129 Baltimore street, Baltimore, Md., will have the line in that city.

The new Kaufmann-Baer department store will be opened for business between March first and fifteenth. The china, glass and housefurnishings department will be the largest between New York and Chicago.

The Ball Bros. Glass Mfg. Co., Muncie, Ind., contemplates locating a plant near Dunbar, W. Va. It is understood that a factory to cost \$20,000 will be built. This is the largest fruit jar concern in the country.

Since the new "No. 83" line of the Duncan & Miller Glass Co. was first shown at the Ft. Pitt hotel a fortnight ago it has been more than doubled. It possesses a silvered effect border, and gives promise of being one of the longest lines the firm has ever produced. It is being highly praised by the buyers, who have placed liberal orders.

John Hoare, Inc., a new cut glass concern, started operations here last Monday. The incorporators are John Hoare, of Corning and Wellsboro, and Harrie J. Millspaugh, of Corning. Mr. Hoare is the president and Mr. Millspaugh the secretary and treasurer. The capital stock is \$10,000 and all the stock is in the hands of these two men. The concern has leased the factory in Wellsboro formerly run by J. Hoare & Co., who closed down November 1. Mr. Hoare is a grandson of John Hoare, the pioneer in the business at Corning. For the last ten years he has had charge of the Wellsboro plant of J. Hoare & Co. Mr. Millspaugh has for sixteen years been a valued employe of T. G. Hawkes & Co., and has become thoroughly familiar with the sales department. The new concern has no connection with J. Hoare & Co., from whom they have leased the Wellsboro building. The plant has fifty-eight frames.

THE EXHIBIT AT PITTSBURGH.

NOT as many buyers visited the market this week as during the first fortnight of the show. This is accounted for by the fact that the members of the Western contingent are holding off until next week, so that they can go to New York immediately following their work here.

The cut glass men were very prominent at the Fort Pitt exposition, numbering seventeen in a total of fifty-eight exhibitors. The pottery, lamp and kindred displays numbered twenty, leaving only twenty-one strictly pressed and blown glass exhibits. This is a decided falling off from previous years. Fewer new lines were shown, too. While some of the cut glass men did a good business, a few complained. On the other hand, the pressed and blown exhibitors were all busy.

George E. Nicholson, of Malone & Nicholson, who represent Ripley & Co., the Hocking Glass Co. and the Eagle Glass and Mfg. Co. in New York, spent a few days at the Ft. Pitt Hotel after visiting the factories.

Mr. Demer, of the Demer Bros. Co., cut glass manufacturers, Great Bend, Pa., was at the Ft. Pitt this week conferring with E. P. Chapman, who is in charge of the concern's display.

Thomas G. Jones, New York representative of the Economy Tumbler Co. and the McKee Glass Co., spent last week in the district. In the lobby of the Ft. Pitt he met many of his former Western friends and exchanged stories of experiences when he was connected with factories in Western Pennsylvania and West Virginia.

D. King Irwin, of the New York office of the Cambridge Glass Co., spent several days at the Ft. Pitt display of this company last week.

Dealers in confectioners' supplies have been visiting the glass exhibit in numbers, looking after new features in soda fountain and kindred specialties. The representative of one large firm who visited the different rooms came across an item of which he bought 1,000 to be sent to their customers as holiday tokens next December.

George S. Brush, of the Brush-McCoy Pottery Co., Zanesville, arrived at the Ft. Pitt late last week and spent a season at the hotel display, which is in charge of Jerry F. Daley. "We're as busy at the factory as we can be," said Mr. Brush.

Charles Israel, with the Meriden Cut Glass Co., who has been at the Ft. Pitt, left last Friday on his Western trip.

A good story is related about a cut glass salesman who a few evenings ago entertained what he supposed was a buyer for a large and well-rated Pacific Coast house. This "buyers" who was really the salesman for another line shown at the Ft. Pitt, spent two hours viewing the line, and listed specifications calling for the delivery of between \$2,000 and \$3,000 worth of cut glass. He was thanked, properly entertained, and the

order in due time was mailed to the factory. The salesman did not know the joke that was being played upon him until he received word from the factory that the order was a "fake." Those who had cooked up the affair wired the factory full particulars before the order was mailed. Several years ago a five-carload order for pottery was placed along the same lines.

E. P. Chapman opened at the Pitt on the 15th with the new cuttings from the Demer Bros. Co., Great Bend, Pa. The "Rose" floral pattern proved to be one of the novelties of the display, and on some of the vases a rose perfume was sprayed to heighten the illusion. The "Crocus" pattern is a floral and mitre effect, while the "Rose" can be had in either the floral treatment exclusively or with mitre effects added.

No more popular buyer visits this market than Dave Saunders, with Mandel Bros., Chicago. All the salesmen send him invitations to visit their sample rooms, and he has yet to "pass up" any of these requests. Therein lies the secret of his success.

Many of the cut glass displays "pulled out" last Saturday night, the salesmen then starting over their regular routes.

"Why don't the enamel ware manufacturers show here with the pottery and glass salesmen?" queried one buyer. It would certainly make the exhibit all the more interesting.

Niagara Cut Glass Co.—In this display a number of lines are combined—that of the Colonial Cut Glass Co., New York; the Paul Revere Silverware Co., and the C. B. & J. Warner clock line.

Meakin & Ridgway—The imported china lines of this firm are displayed at the Colonial-Annex under the direction of Norman Walker. A number of exceedingly attractive new treatments are shown.

S. A. Weller's fancy art pottery in new glazes is shown at the Ft. Pitt this season, instead of at the Hotel Anderson. On a new, light glaze a hand-decorated floral treatment is unusually attractive. Footed fern dishes are a new creation for the present season.

A copy of the CROCKERY AND GLASS JOURNAL is mailed to every exhibitor at the Fort Pitt Hotel during the exposition. Anyone failing to receive it should complain at the clerk's desk.

Among the buyers here since our last issue were the following:

T A Neely, with Boggs & Buhl, Northside, Pittsburgh.

Isadore Rothstein, with Kaufmann Department Store, Pittsburgh.

B O Chapman, with Ogden, Merrill & Greer, St. Paul, Minn.

Leon Moses, with Kaufmann-Baer Department Store, Pittsburgh.

Messrs Bow and Brown, with George H Bowman & Co, Cleveland.

Charles Pierson, of Charles Pierson & Co., Indianapolis.

Fred Johnson, with Webb-Freyschlag Mercantile Co, Kansas City, Mo.

E H Hoag, Moundsville, W Va.

Mr Holmes, with the American Five and Ten Cent Syndicate, New York,
 Wilbur McGregor, of the H P McGregor Co, Wheeling.
 Messrs Burgoyne and Stolzenbach, with the J K McKee Co, Pittsburgh.
 E P Charlton, with the Jones Stores, Kansas City, Mo.
 J Patterson, of the George C Cooke Crockery Co, St Joseph, Mo.
 Mr Urquhart, with Cassiday's, Ltd, Montreal, Canada.
 William T Rode, with Colgate & Co, Jersey City, N J.
 Messrs Adams and Dove, with the Adams Co, Washington, D C.
 Charles W McClure, of McClure Syndicate, Atlanta, Ga.
 Harvey Osborne, of Osborne, Boynton & Osborne, Detroit.
 Mr McBride, with Robertson, Ltd, Kingston, Canada.
 D D Brackenridge, Ravenna, O.
 A Laurens, of Laurens & Rowe, Oneonta, N Y.
 Mr Frankstone, with Joel Gutman, Baltimore.
 Charles R Boyce, East Liverpool.
 Mr Marks of Lyon & Marks, Toronto, Canada.
 Ferd Daudt, of the Daudt Crockery Co, Toledo, O.
 Fred Swasey, of E Swasey & Co., Portland, Me.
 Joseph Fisher, of Fisher, Bruce Co, Philadelphia.
 O H Warrick, St Johns, N B.
 W J Ford, with Burley & Tyrrell Co, Chicago.
 J A Armstrong, with J N Adams Co, Buffalo.
 Silas Ichenhauser, Evansville, Ind.
 Hon G F Hankins, Lexington, N C.

SAN FRANCISCO AND THE COAST.

NEW samples continue to arrive at the crockery and glass warerooms and are stimulating interest among both city and country buyers. Special care is being taken by the wholesalers in the arrangement of there displays, with the result that goods were never shown to better advantage;

Retailers report interest keeping up well in special January sales despite inclement weather.

J. Breuner is expected from New York about the first of Feburary after selecting 1914 samples for the local Bawo & Dotter sample rooms, and at that time he will assume the management of the business, succeeding H. Cronemeyer,, who has resigned after representing Bawo & Dotter for the past twenty-six years. The new lines will be ready for inspection by the trade, it is thought, by Feb. 15.

Sharp & Marker have purchased the Quarnstron department store in Templeton, Cal.

G. M. Otto, traveler for Julius A. Young, who has the Coast representation of T. B. Clark & Co., left for Los Angeles a few days ago after spending several weeks working the Bay district.

Himmelstern Bros. have increased their floor space and installed new fixtures for the display of samples

due within a few days. The travelers are all out and doing well.

F. E. Yost, of the Yost-Dohrmann Co., Stockton, Cal., was a visitor at the Dohrmann headquarters here last week.

B. F. Heastand, local manager for the Fostoria Glass Co., the Edwin M. Knowles China Co. and the Smith-Phillips China Co., has left for Los Angeles on his first visit to the trade in several months.

R. E. L. Wells was a recent visitor to the local trade in the interest of L. Straus & Sons.

W. E. Graves, Coast representative of the Pairpoint Corporation, has left for the southern part of the State.

The A. W. Pike Co., has added the line of the Utopian Silver Deposit and Novelty Co., and the management states that the samples are attracting very favorable attention.

When Sylvester A. Baker, Coast manager for the Macbeth-Evans Glass Co., left for the south the middle of the week he was accompanied by "Ruddie" Baum, who is making his initial trip with the Macbeth-Evans line.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

to	Shipments month end'g Dec. 31, '13	Correspond- ing period 1912	Exports Jan. 1 to Dec. 31, '13	Correspond ing period 1912
Boston	503	425	6957	6638
New York	760	932	8835	10199
Baltimore	417	289	6142	8149
Philadelphia. .	189	190	2342	2898
New Orleans....	192	19	1595	1092
Newport News..	....	6	76	75
San Francisco ..	180	117	1527	1479
Portland (Me.).	356	297	1659	1010
Galveston	60	23	372	601
Portland (Or.)..	....	11	203	383
Inland Points ..	68	58	745	836
Total	2725	2417	30453	33360

From the Freight and Shipping Circular of John Edwards & Co
 Liverpool.

to	Shipments week end'g Jan. 3, '14	Correspond- ing period 1913	Exports Jan. 1 to Jan. 8, '14	Correspond ing period 1913
New York	391	204	391	204
Boston	195	159	195	159
Philadelphia.	31	130	31	130
Baltimore	222	6	222	6
San Francisco .	40	6	40	6
New Orleans. .	68	....	68	....
Portland (Me.).	10	32	10	32
Galveston ...	20	....	20	....
Newport News...	....	....	....	....
Portland (Or.)..	....	1	....	1
Inland Points	2	26	2	26
Total	979	564	979	504

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JAN. 22, 1914.

AS usual, the CROCKERY AND GLASS JOURNAL had full and complete reports of the glass and pottery exposition and the Western Salesmen's banquet at Pittsburgh. The trade all over the country is loud in its praise of our enterprise, and has not yet finished talking about our Holiday Number. Although published over a month ago, we are still receiving congratulatory letters.

DOMESTIC PRODUCTION STEADILY ADVANCING.

THE official bulletin issued by the Government says that the pottery products of the country in 1912 were valued at \$36,504,164, at \$34,518,560 in 1911, and at \$33,784,678 in 1910. This includes sanitary, electrical, and various kinds of clay goods. The production of general ware was between \$16,000,000 and \$17,000,000. The imports of pottery in 1912 amounted to \$9,555,530, as against \$10,638,616 in 1911, and \$11,131,158 in 1910. The exports of pottery were valued at \$1,177,784 in 1912, at \$1,401,366 in 1911, and at \$1,041,689 in 1910. The imports of kaolin or china clay in 1912 were valued at \$1,629,105, at \$1,461,068 in 1911, and at \$1,593,472 in 1910. The imports of other clays amounted to \$323,131 in 1912, against \$235,254 in 1911, and \$320,891 in 1910.

The production of glass sand in 1912 was 1,465,386 short tons, valued at \$1,430,471, as compared with \$1,538,666 short tons, valued at \$1,543,733, in 1911, with 1,461,089 short tons, valued at \$1,516,711, in 1910, and with \$1,172,912 the average annual value for the period from 1905 to 1909.

The imports of cobalt were valued at \$83,080 in 1912, at \$59,151 in 1911, and at \$6,352 in 1910.

THE SALESMEN'S BANQUET.

THE annual banquet of the Pottery, Glass and Brass Salesmen's Association is to be held on Monday, February 9, at the Hotel Astor. The committee has secured some excellent talent and is arranging for speakers. The fame of these dinners has gone abroad, and it is unnecessary to say much concerning them. Every member of the association who can possibly be there should bring a friend with him, with the idea of adding to the membership. Of all the mutual insurance plans that have come under our observation there is nothing that equals this institution. It is believed that the attendance will exceed that at any of the previous banquets, and a good time is assured.

PERSONAL.

WITH the opening of the import season next month the domestic men will be here in force. The Grand Hotel has reservations for H. F. Mackenzie, representing Crystal Cut Glass Co., February 2; W. C. Lynch, for Taylor, Smith & Taylor; E. P. Chapman, for Demer Bros., and O. W. Eckland, February 9; Arthur W. Blackmer, February 16; Hugh Nevin, with Knowles, Taylor & Knowles Co., February 16; W. R. Elliott and E. O. Eggington, dates to be arranged.

S. Hunter Rickey, until recently connected with the Rich Cut Glass Co. Anderson, Ind., has resigned to enter the advertising business.

H. Benedikt spent the first part of the week in Philadelphia with the Smith-Phillips and Canonsburg lines.

E. T. W. Craig, local sales manager for the United States Glass Co., spent several days at the factory last week, returning to the New York office on Tuesday.

F. G. Peters, New England representative of Cox & Lafferty, came home on Tuesday to get new samples and started out again Wednesday. He reports business as opening up very satisfactorily.

J. J. Reigeluth, of "The Fair" Syndicate, and also manager of the concern's Middletown, N. Y., store, was one of the important buyers here this week.

John Anderson, formerly a well-known traveler in the glass trade, was visiting old-time friends in the District on Tuesday. He is now in the hardware business in Cleveland, and came here to attend the dinner of the Hardware Manufacturers at the Hotel Astor.

W. J. Ludwig, buyer for Kennedy & McInnes, Pittsfield, Mass., visited the market Monday and Tuesday. He is credited with having improved the china and glassware department in the year that he has been

with the concern to such an extent that it is now one of the most attractive and busiest in New England.

Daniel J. Murray, formerly with Strawbridge & Clothier, Philadelphia, has accepted a position with Cox & Lafferty to travel for them through Pennsylvania. Mr. Murray is now here getting his lines ready.

Robert A. Near has resigned from the Hotel Utilities Co. He was formerly with Higgins & Seiter for twenty years.

Wm. Junor, of Toronto, arrived in New York on Wednesday for a short stay. His visits are always a joy to the dealers in this neighborhood.

George Warrick, of the Warrick Co., St. Johns, N. B., was in the market this week.

Otto Goetz, accompanied by his son John, sailed for Europe January 14 for a two months' buying trip on the Continent. The business will be in charge of Peter Goetz during their absence.

Max Strensch, with Koscherak Bros., will sail Saturday to spend about two months in Italy, Austria-Hungary, Germany and other countries selecting new goods.

D. King Irwin, the new manager for the Cambridge Glass Co., returned last Thursday from his visit to the factory.

M. Lowengard, with Burns & Co., Harrisburg, Pa., placed orders for portables and lighting glassware here this week.

Edward Swazey, of E. Swazey & Co., Portland, Me., visited the market this week and placed orders for pottery and glassware.

D. N. Mintz who was formerly in the jewelry business in New York, has been made treasurer and general manager of the Imperial Art Ware Co., Jersey City, manufacturers of silver-deposit goods.

Fred. C. Reimer, representative of C. L. Dwenger, left on Saturday for a short trip through the Middle West. He expects to return to New York in time for the opening of the import season.

Mr. Emerson, of Emerson & Son, Brattleboro, Vt., was in the District last week looking over the new samples.

A representative of the L. B. Van Wagenen Co., Kingston, N. Y., called on some of the glassware concerns in the District the latter part of last week.

Charles Hall, Springfield, Mass., the well-known china and glassware dealer, has been spending several days here placing orders for both immediate and future delivery. Mr. Hall says this is the first season he has

not gone to Pittsburgh for several years. He finds the concerns nearly all represented here and considers it unnecessary.

John Nixon, local sales manager for the Postoria Glass Co., Moundsville, W. Va., left on Monday for his semi-annual trip to the factory. He will be gone for ten days and will stop at Pittsburgh before he returns.

J. J. Hines left for Pittsburgh Monday night, and on his way stopped off at Philadelphia to call on the trade there.

Frank Wadsworth Jenkins will be at the Park Avenue Hotel, Fourth avenue and East Thirty-second street, from February 3d to 14th with the latest sample line of Avenir China just arrived from France. Really unusual decorations and the Avenir colonial reproductions are still the prominent features.

THE LAST THING IN POTTERY CONSTRUCTION.

THE most complete pottery ever built has just been put in operation by the Edwin M. Knowles China Co. at Newell, W. Va., across the river from East Liverpool. The plant covers a plot 700 feet long and 300 feet deep, and except for one comparatively small space is all on one floor. The buildings are all constructed in bridge style—steel and reinforced concrete—with concrete floors so finished that there is no abrasion, and consequently no dust. There are no posts, except in one room. All the buildings are lighted from above as well as from the sides, and there is not a dark corner anywhere—not even in the "cave." They are steam-heated and lighted by electricity for night work. Artesian wells supply the drinking water.

The raw clay is received at one end and follows along through the various operations in one direction until the ware is packed and shipped on cars at the other. The tracks at the end where the clay is received are at a sufficient height above the bins to allow the clay to be shoveled into them without further handling. Ordinary clay bins hold about a carload; these will accommodate eight carloads each and are twelve in number.

Two boilers of 250 horse power each supply heat and power. A tunnel carries the shafting to the workrooms, where all the shafts are under the floor. These workrooms are 50x300 feet and the jiggers are placed in the centre. The decorating room, 300x100 feet, is light, warm, and very comfortable.

The office is in a two-story building directly connected with the main factory. The lower floor has a large entrance hall, 72x25 feet, with an immense fireplace at the end. This floor is divided into rooms for the officers, bookkeepers and directors.

The sample room is upstairs, occupying the entire length and depth of the building. This room also has a beautiful fireplace. This floor is finished in cypress and the lower floor in oak.

In the basement there is a large trunk room and a separate heating plant.

Nothing has been left undone to make the pottery sanitary, comfortable and convenient in every respect.

THE CONDITION OF BUSINESS.

Conditions are about normal for this time of the year. A few advance buyers have been in, and more are expected. Many houses already have their new samples in order, and probably every one will be in condition to receive visitors early next month. As usual, improvements have been made all along the line, and pretty goods are shown at great values. The prices have not changed materially, and are firmly held.

New York has been watching the Pittsburgh exhibition with interest, as it is a sort of barometer showing what the buyers will need in imported goods. The results there were extremely satisfactory. The first week is usually rather quiet, but this year was an exception. There was a large number of buyers and they purchased freely—in many cases at advanced prices. At the start there was some objection to the raise, but when buyers learned that the prices were fixed and not to be changed they accepted the situation with grace. Two things were made plain—that stocks are light in the hands of dealers and that the buyers have faith that business is about to revive. All bought from ten to forty per cent more than last year, and in a few cases fifty per cent more. Like conditions prevailed in East Liverpool, the buyers going to that city from Pittsburgh. The potters have booked large orders. In some cases from seventy-five to ninety per cent of their product has already been sold. Evidently the reduction in the tariff has not affected them. All these things argue well for a big trade in New York next month.

Reports from men on the road are to the effect that business is opening favorably. The South and Southwest are doing exceptionally well. In Texas the season is in advance of the usual climatic conditions, spring already merging into summer. Strawberries and other fruits are being shipped nearly a month earlier than usual, and this has helped to make business good in that State. In the North and Northwest business is not as active, but gives evidence of a big demand later on.

Retail trade in and around New York is normal. Not much is expected for another month. Conditions are better in the West and South, where retail trade is a little above the average.

General conditions certainly are good. The iron industry is in excellent shape every mill in the Ohio Valley working double time. Winter wheat looks fine

and promises as large a yield as last year. Money conditions, not only in New York, but all over the country, are all right, and collections have improved materially. Confidence is rapidly being restored, and unless some unforeseen accident occurs we are entering upon an era of modern prosperity. There is no boom in sight; neither is one wanted. A gradual and steady improvement is the thing desired and expected.

Business is good at all the potteries. Not a word of complaint is being offered. Buyers have been placing liberal specifications, the total volume to date exceeding the amount for the corresponding time a year ago. A shortage of ware is reported almost everywhere, notwithstanding the plants are working to capacity.

There is no lack of business with the general glassware manufacturers, and the plants are all working to about capacity. Buyers have been placing favorable orders with the exhibitors at the Ft. Pitt Hotel, and the Western crowd is yet to come. Conditions on the whole point to a very successful season.

OBITUARY.

THE sympathy of the trade will go out to Thos. Smallwood, Jr., with Haviland & Abbot, and George S. Smallwood, formerly with the same house, but now an osteopathic physician, when it is known that their father, Thos. Smallwood, passed away on Friday night, aged eighty-two. Mr. Smallwood was a fine old gentleman whose popularity is attested by his prominence in fraternal organizations. He belonged to Artistic Lodge, No. 101, I. O. O. F.; Excelsior Encampment, No. 134; Lexington Lodge, No. 310, F. & A. M.; Brooklyn Masonic Veterans, Long Island; Council No. 173, Royal Arcanum; Stella Lodge, No. 176, K. of P. Funeral services were held at the residence of his son, Thomas Smallwyod, Jr., 657 Park Place Brooklyn, Monday evening, Jan. 19. Mr. Smallwood was confidential clerk and bookkeeper for Thos. Maddock, the old-time English earthenware importer on Barclay street for so many years, and will be remembered for his genial demeanor and kindly disposition.

Otto Schaffer, who was engaged in the china decorating business in Pittsburgh, died Jan. 11, aged fifty-three. He was born in Germany and had been a resident of Pittsburgh for twenty-seven years.

John Watson, a member of the firm of Mitchell, Vance & Co., died last week at his home in Brooklyn, aged seventy-two.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

The large wholesalers are buying more liberally of domestic pottery this year than in the past. They say that its use permits them to turn over their stock more frequently, and that the American potter is making a better class of goods than formerly. Some who have been here recently for the purpose of buying only matchings have, after they have seen the new patterns, gone off into a corner of a sample room and figured out what old pattern could be cut out and a new one installed in its place. More than one buyer has done this, and the local manufacturers have pulled down some good business.

At the annual meeting of the stockholders of the Knowles, Taylor & Knowles Co. the following board of directors was elected: Col. John N. Taylor, Joseph G. Lee, Homer J. Taylor, Marcus Aarons, W. Edward Wells, Mrs. Belle Taylor, John Macdonald. The board organized by electing the following officers: president and treasurer, Col. John N. Taylor; vice-president and general manager, Joseph G. Lee; secretary and assistant manager, Homer J. Taylor; assistant secretary, E. D. Moore.

The annual election of officers of the Smith-Phillips China Co. resulted as follows: president and general manager, V. Q. Hickman; vice-president, Josiah T. Smith; secretary-treasurer, William H. Phillips; assistant secretary, E. R. Colclough. The board of directors is composed of the above and Edward A. Crawford. A programme of improvements for the increasing of the capacity of the plant and for the creating of greater efficiency in the manufacturing department has been mapped out. Modern machinery and appliances are to be installed which will increase the capacity from forty to sixty per cent. It is also possible that the kiln capacity will be increased later in the year. The officers' reports showed that the company had a profitable year.

A chicken dinner was enjoyed here a few evenings ago by a number of local pottery salesmen and their intimate friends. The party included George Fowler, of the Edwin M. Knowles China Co.; Will Mackey, with

the Trenle China Co.; Mark Donaldson and Harry Mills, with the Homer Laughlin China Co.; "Tim" Ferguson, with Rudolph Gaertner Co., and William C. Browne, with the Potters' Co-Operative Co. The latter was toastmaster.

W. Edward Wells, secretary of the Homer Laughlin China Co., has started for a three weeks' trip to the Pacific Coast. En route he will visit Denver, Salt Lake, Omaha and other large Western cities.

All wooden beams in the plant of the Warwick China Co., at Wheeling, W. Va., are to be removed and steel beams substituted. The improvement will be a costly one, but the company believes in the policy of "safety first." Contracts have been awarded, and the work will start at once.

At the annual meeting of the Potters' Co-Operative Co., held recently, Hugh A. McNicol was re-elected president and T. A. McNicol secretary and treasurer. The office of assistant secretary was given C. H. Hartt. The new dinner ware treatments are having a most remarkable sale. Since January 1 the firm has arranged about a dozen new assortments, all in different treatments, consisting of berry sets, salads, nappies, jugs and plaques. These are proving very popular and are in great demand.

Fred Kilne, with the Knowles, Taylor & Knowles Co., left Saturday night for the Middle West territory.

Some of the local plants are doing a heavier business than ever in toilet ware. A few years ago it was a common thing to hear a manufacturer declare that he did not want any toilet business. To-day the story is different. "We've got to make what the trade want," said one sales manager.

The forty-eight potteries located in Trenton, N. J. this city report that business is rapidly picking up. The majority of the plants are working full time, and preparations are being made to add extra hands to take care of the demand that is looked for next month.

JOTTINGS FROM BOSTON.

Continued from page 12.

placed on display here some handsome brown and white baskets, fine samples of blue and white ware, Seiji ware, and many novelties in toys, lamps and shades.

A branch of the city continuation schools was opened Tuesday at White's. There are to be two-hour sessions four days a week for the younger employees of the china and glass, kitchen goods and other departments.

The Commonwealth Co-operative Clearance Co., Boston, a collection bureau, has been incorporated with \$5,000 capital.

Charles F. Vedder, superintendent of the store, will undoubtedly be elected without opposition as president of the Houghton & Dutton Mutual Relief Association at the annual meeting to be held the middle of February, but there are in sight some lively contests for other offices.

Alexander McGregor, treasurer of the Houghton & Dutton Co., has been chosen president of the Inter-colonial Club, which has 600 members and a \$600,000 club-house.

Jordan's employees have a bowling team which is making an enviable record. White's employees also have organized a team to take part in the Department Stores League's contests.

Herbert A. Price, formerly advertising manager for the Shepard, Norwell Co., Boston, and more recently with a large Southern store, has accepted a position with L. Diamond & Sons, Providence.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for two weeks ending January 20, 1914.

ANTWERP

146	packages glassware.....	B Gunthel
18	" "	E Torlotting
54	" "	L Straus & Sons
8	" "	Fensterer & Ruhe
4	" "	Strobel & Wilken Co
7	" "	Miscellaneous Orders
14	" chinaware.....	Strobel & Wilken Co
8	" earthenware	Bawo & Dotter
151	" "	Theodore Haviland & Co
45	" "	L Straus & Sons
35	" "	G F Bassett & Co
3	" "	Lazarus & Rosenfeld
95	" "	Haviland & Co
9	" "	J J Hines
14	" "	Strobel & Wilken Co
29	" "	Miscellaneous Orders
20	" toys.....	Strobel & Wilken Co
1	" "	Bawo & Dotter
89	" "	Miscellaneous Orders

BREMEN

16	packages glassware.....	J H Venon
105	" "	Geo Borgfeldt & Co
4	" "	Bawo & Dotter
23	" "	L D Bloch & Co
1	" "	L Straus & Sons
8	" "	Strobel & Wilken Co
153	" "	Miscellaneous Orders
5	" earthenware	Bawo & Dotter
23	" "	L D Bloch & Co
37	" "	O Goetz
168	" "	Geo Borgfeldt & Co
21	" "	B Tomby
8	" "	L Straus & Sons
143	" "	Miscellaneous Orders
35	" chinaware.....	Strobel & Wilken Co
519	" toys.....	Geo Borgfeldt & Co
24	" "	G W Travers
105	" "	Samstag & Hilder Bros
2	" "	C B Rouss
230	" "	Strobel & Wilken Co
153	" "	Miscellaneous Orders

CHRISTIANA

68	packages toys	Geo Borgfeldt & Co
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HAMBURG

59	packages glassware.....	Fensterer & Ruhe
73	" "	Geo Borgfeldt & Co
63	" "	Bawo & Dotter
59	" "	L Straus & Sons
11	" "	W H Plummer
9	" "	J Palme
15	" "	W R Noe & Sons
32	" "	Strobel & Wilken Co
160	" "	Miscellaneous Orders
3	" earthenware.....	Herman C Kupper
140	" "	C L Dwenger
33	" "	Koscherak Bros
9	" "	E R Thieler
63	" "	Bawo & Dotter
30	" "	O Goetz
27	" "	B Tomby
10	" "	F Bing & Co
329	" "	Miscellaneous Orders
49	" chinaware.....	Strobel & Wilken Co
24	" toys.....	B Illfelder & Co
152	" "	Geo Borgfeldt & Co
14	" "	Samstag & Hilder Bros
14	" "	L D Bloch & Co
234	" "	Strobel & Wilken Co
413	" "	Miscellaneous Orders

HAVRE

15	package earthenware.....	L Straus & Sons
2	" "	H Creange
19	" "	H R Churchill
4	" "	F Bing & Co
23	" "	Haviland & Abbot Co
41	" "	Herman C Kupper
137	" "	Theodore Haviland & Co
18	" "	Vogt & Dose
45	" "	Miscellaneous Orders

HONG KONG

9	packages toys.....	Moimura Bros
40	" "	Miscellaneous Orders

SOUTHAMPTON

14	packages earthenware.....	A G Moment
33	" "	Haviland & Abbot Co
19	" "	J H Venon
17	" "	J J Hines
13	" "	Bawo & Dotter
4	" "	L D Bloch & Co
23	" "	Miscellaneous Orders
4	" toys.....	Strobel & Wilken Co

LIVERPOOL

60 packages earthenware.....	W S Pitcairn
18 " "	E Boote
09 " "	Haviland & Co
18 " "	Maddock & Miller
8 " "	W H Plummer
9 " "	H C Edmiston
17 " "	L Straus & Sons
4 " "	Meakin & Ridgway
15 " "	Haviland & Abbot Co
33 " "	A G Momen
2 " "	Rowland & Marsellus Co
16 " "	Bawo & Dotter
7 " "	Fondeville & Van Iderstine
18 " "	G F Bassett & Co
28 " "	Miscellaneous Orders
9 " toys	Geo Borgfeldt & Co
9 " "	Strobel & Wilken Co

LONDON

27 packages earthenware	Geo Borgfeldt & Co
2 " toys	B Ilfelder & Co
42 " "	Miscellaneous Orders

ROTTERDAM

40 packages earthenware.....	Geo Borgfeldt & Co
29 " "	O Goetz
11 " "	F A O Schwartz
15 " "	L D Bloch & Co
12 " "	Lazarus & Rosenfeld
105 " "	Miscellaneous Orders
31 " glassware.....	Geo Borgfeldt & Co
9 " "	H Endemann
2 " toys.....	F A O Schwarz
4 " "	B Ilfelder & Co
215 " "	Miscellaneous Orders

TRIESTE

5 packages toys.....	Strobel & Wilken Co
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IMPORTS AT PORT OF BOSTON.

LIVERPOOL

43 packages earthenware.....	Jones, McDuffee & Stratton Co
19 " "	Mitchell Woodbury & Co
4 " "	Richard Briggs & Co
4 " "	Bigelow Kennard & Co
5 " "	Meakin & Ridgway
6 " "	The Rowland & Marsellus Co
29 " "	Miscellaneous Orders

ANTWERP

70 packages earthenware.....	Jones, McDuffee & Stratton Co
1 " "	Mitchell, Woodbury Co
1 " "	Miscellaneous Orders

CHINA AND JAPAN

10 packages earthenware.....	Jones, McDuffee & Stratton Co
20 " "	Miscellaneous Orders

MANCHESTER

21 packages earthenware.....	R F Downing & Co
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HAMBURG

15 packages earthenware.....	Jones, McDuffee & Stratton Co
5 " "	First National Bank
17 " "	F W Woolworth
2 " "	L E Knott Apparatus Co
4 " "	Geo Borgfeldt & Co
5 " "	Wm R Noe & Sons
1 " "	L Wolf & Co
14 " "	American Express Co
4 " "	J E Berry
58 " "	B D Webber
8 " "	Miscellaneous Orders

AT CHICAGO.

AMONG the buyers here were F. E. Kirby, Mt. Vernon, O.; P. J. Wagner, Grand Rapids; H. E. Reynolds, Port Huron, Mich.; J. C. Lingo, Faulkton, S. D.; W. A. Howard, Rochester, Ind.; C. M. Osher, Gilman, Ill.; Siemer Furniture Co., Ft. Madison, Wis.; A. J. Olson, Streator, Ill.; J. H. Folwell, Racine, Wis.; John Henry, with J. L. Hudson Co., Detroit; C. Jones, Little Rock, Ark; W. W. Malone, Charles City, Ia.; Madison (Wis.) Tea Co.; Doty & Salisbury, Flint, Mich.; Louis Carter, for Snellenburg & Co, Philadelphia.

C. D. Fraunfelder, general sales manager of the Roseville Pottery Co., was a recent visitor at the Chicago office of the company.

Frederick T. Renshaw, of the Chicago office of the United States Glass Co., has returned from a visit to the factory.

R. H. Loosely, of the Corona Cut Glass Co., was a

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—An experienced salesman with a successful record and an established clientage in the Central and Southern States to represent a cut glass factory, as a side line, on commission basis. Address Box 891, this office.

SITUATIONS WANTED.

SUCCESSFUL salesman of fifteen years' experience wants cut glass line for the Middle West and South. Has large clientage among the department store and jobbing trade in that territory. Address Box 890, this office.

WANTED - Position by competent china and cut glass salesman. Ten years' experience both in domestic and foreign lines. Best references. Address Box 892, this office.

BUSINESS OPPORTUNITIES.

FACTORY LOCATION.—Henrietta, Texas, wants glass factories. Other industries utilize unlimited supply natural gas four cents; silica sand; tile and brick shale; three railroads; low taxes; other advantages. Southwestern trade needs factory here; Panama Canal. Write BOOSTER CLUB, Henrietta, Texas.

AVENIR LIMOGES CHINA

F. W. JENKINS & Co.

The Hall Building
Springfield
Massachusetts

recent visitor. He was formerly located here as local representative of the Reliance Glass Co.

* *

Henry Fox has taken the representation for the Western States of the cut lines of Aranson Bros. & Co.

* *

H. G. McFaddin & Co.'s office has been removed from 30 East Randolph street to 6 East Lake street.

* *

Earl W. Newton, who has been suffering with a cold for a week or so, was finally compelled to go to the Mercy Hospital. Reports are that he is improving and will be about soon.

* *

F. K. Pinckney, together with the salesmen from his office, visited the factory of the Macbeth-Evans Glass Co., Pittsburgh, last week.

DESIRABLE OFFICES FOR RENT.

ON another page will be found an advertisement for the Gerken and Irving buildings, where space is offered for rent. These two buildings are modern in every respect. They have steam heat, electric lighting, good elevator service, and are admirably located for crockery, glass or lamp dealers. Fred. Gerken, the owner, is a splendid landlord. He endeavors to please his tenants and goes the limit in the matter of accommodations and rents. The CROCKERY AND GLASS JOURNAL has been located in the Gerken building since 1896. If we had not been satisfied in every way we certainly would not have remained here all these years.

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CROCKERY and GLASS JOURNAL

NEW YORK, JAN. 29, 1914.

THE CONDITION OF BUSINESS.

New York The import season is on. Samples are displayed, and all that is lacking now is the buyers. Very few have so far put in an appearance, but the early ones have set the pace for those who follow. In every instance they have bought largely and as a rule the better class of goods. This is in keeping with the course pursued in Pittsburgh during the exposition. Buyers there were early, in good numbers, and bought freely. That little has been done here this week is of no particular significance, as with a few exceptions buyers do not reach this market before February 1, and frequently not until the middle of the month. This year they are expected to come reasonably early, as it is known that stocks are depleted everywhere. Therefore a good trade is looked for from nearly every section of the country.

Men on the road making initial trips are sending in good orders from certain sections. In New England, however, some discouraging conditions are met. The railroad tangle has had a marked influence on trade in that district. While conditions are not bad, they are not as good as the importers would like to see. The Middle West is beginning to wake up, the South and Southwest are doing splendidly, and the Far West is fully as active as was anticipated. Disastrous floods occurred on Monday in California, and locally considerable damage was done; but as a whole the rains were very beneficial, and good results will follow.

Retail trade in New York City is very quiet, and business is poorer in the metropolis than in almost any section of the country except New England. This is the more astonishing when one sees the lavish expenditure in every direction except in the purchase of crock-

ery and glassware. But this must occur soon, as people cannot go on forever without tableware.

The condition of the country at large is prosperous. Despite reports to the contrary, the steel industry is exceedingly good. The dry goods men are in New York in great numbers and are buying freely, as are also the buyers for the millinery trade. In fact, almost every line reports activity, and, as has already been stated, the glass manufacturers and potters in the West are doing a larger business than in several years. With the fine goods the importers are offering they cannot fail to get a big share of the trade.

Reports of the condition of general trade in the daily press are rather confusing, and it is no wonder readers are mystified when they read them. For instance, an influential paper this week had on one page a doleful account of dullness in the steel trade and on another page of the same issue a roseate story about the number of orders being received.

Pittsburgh and Vicinity

Orders are numerous and of a liberal character. All plants are working full time, and in one or two instances capacity is being increased. The outlook for large spring business is most encouraging.

East Liverpool and Vicinity

All potteries here report a good January business. The workmen are sticking to their benches, and more production is naturally the result. There is still a shortage, however, in some

items, although the manufacturers are sending the bulk of their shipments forward in complete form.

WHEN THE BUYERS COME TO TOWN.

AFTER a hard day's work the New York visitor usually seeks relaxation at the theatre. He will find in "Omar, the Tent Maker," at the Lyric, a play that ought to appeal to him. Every potter and dealer in pots who knows his "Rubaiyat" loves the poet who "remembered stopping by the way to watch a potter thumping his wet clay" and wrote those fascinating stanzas having for a motif "such a clod of saturated earth cast by the Maker into human mold."

Critics have called particular attention to the beauty of the production. Alan Dale speaks of it as a "play of opulent poetry, daring mysticism and amazing setting—a drama of perfervid imagination, the like of which New York too seldom sees."

JOTTINGS FROM BOSTON.

EXCEEDINGLY disagreeable weather has been keeping buyers from distant points away for several days, but some large orders have been placed by local concerns. Among the visitors were a representative of Goodnow & Pearson, with a chain of stores in New Hampshire, who was buying for the Jaffrey store, and George L. Lincoln, of the George L. Lincoln Furniture Co., Concord, N. H.

Mr. Warren, formerly in R. H. White's housefurnishing department and more recently with the Henry Siegel Co. as an adjuster, has gone to Gilchrist's.

Naturally the trade is greatly interested in the outcome of the affairs of Henry Siegel Co., and many rumors are rife among them that the Claflin syndicate would like to secure the business. It is known that Claflin's has been trying for several years past to get a foothold here. Further postponement until next Monday has been granted on the petition for the appointment of a third Siegel receiver. It is understood that the Boston store is not included in the New York reorganization plans. Something is under consideration with regard to the voluntary bankruptcy proceeding against Henry Siegel Co. which may make the appointment of a third receiver unnecessary.

E. J. Tucker started on Monday for a trip through Connecticut for Chase & Francis. The firm is just putting on exhibition more than two hundred sample lines of dinnerware from the Potters' Co-operative Co. and D. E. McNicol, of East Liverpool. There are many unusually handsome patterns.

W. & A. Bacon, whose Roxbury department store was damaged by fire the other day to the extent of

about \$175,000, have so far made no definite steps toward rebuilding. At present the firm is busy adjusting its losses with the insurance companies.

The Bangor Stoneware Co. intends to branch out in the jobbing of crockery and kindred lines through northern and eastern Maine. The buying is being done here.

J. Guy Hawthorne, china and glass buyer for Jordan-Marsh Co., will sail for Europe in a couple of weeks on his annual buying trip. He will be away two months, going first to the English fair at Stoke, thence to London, and through Berlin to the Leipzig Fair. At the latter place he expects to meet George Guest, the store's housefurnishings buyer, who sailed a few days ago and who then will be ready to start home. Mr. Guest will be back about March 15.

Several hundred persons enjoyed the tenth annual dancing party given the other night by R. H. White Co. Mutual Benefit Association. Representatives of the company present were: G. B. Johnson, Superintendent H. P. Russell, Assistant Superintendents James E. Shay and Joseph E. Doyle. President H. E. Leonard of the association was floor director, and his assistants were R. J. Corbett and Louise M. Sweeney. E. T. Hamilton was chief aide.

John Shepard, Jr., president of Shepard, Norwell Co., has gone to Palm Beach, Fla., where he expects to remain until early in April.

David Weinstein, of Morimura Bros.' local showrooms, has gone to Philadelphia to assist Charles Kaiser in showing the import samples at the New Bingham Hotel.

OBITUARY.

SABELLA, wife of Edward Boote, the well-known importer of English china and earthenware, died on Thursday, January 22. Mrs. Boote had long been afflicted with heart trouble. She underwent a slight surgical operation a couple of weeks ago, and was progressing very nicely until a few hours previous to her demise, when her heart gave out. Mrs. Boote was of a lovely personality, and had a large circle of loving friends among whom her death leaves a void which can never be filled.

Gastritis and pneumonia, together with a complete nervous breakdown, caused the death of Harry Smith Maddock, one of the best-known manufacturing potters in Trenton, N. J., on January 24. He leaves one son, H. S. Maddock, Jr. Mr. Maddock was president of the Thomas Maddock Sons Co. and a director of the Maddock Pottery Co., the Jonathan Bartley Crucible Company, the Mechanics' National Bank, the Manufacturers' Association of New Jersey and the Interstate Fair Association..

THE METROPOLITAN MARKET

Herman C. Kupper is justly proud of the import samples in Ahrenfeldt china now on display in his remodeled showrooms. Each succeeding year sees this pottery producing more artistic dinnerware and fancy china, and its latest efforts have outdone all previous ones for cleverly-conceived and out-of-the-ordinary designs. There is a wonderful variety of patterns to choose from, showing unique combinations of figured and floral patterns in unusual colorings that are very effective. There are also some attractive reproductions of very old designs, now so much in demand. Then there are some very rich service plates in exquisite patterns and great variety.

A comprehensive showing of table glassware in pure Colonial design, made in an exceptionally fine, clear crystal and displaying the utmost care as to every detail of manufacture, among others the carefully-beveled edges, giving a much lighter appearance than is really the case, is one of the special attractions of the Fostoria Glass Co.'s new line now being shown by John Nixon. The display includes bowls in many sizes, pitchers, oyster cocktails, mayonnaise dishes, sherbets, comports, almonds, footed salts—almost everything that can be thought of for table use.

Morimura Bros. have added to their space the loft above the store and will fit it up handsomely for the display of their import samples. It covers the same area as the floor below—17,000 square feet.

It would require pages to adequately describe the magnificent new samples being shown by Kennard L. Wedgwood from Josiah Wedgwood & Sons. Notable among the innovations introduced this season is an exquisite line in powdered blue dinner and tea sets, and a lot of fancy pieces in extremely artistic gold and Chinese enamel decorations. Then there are some reproductions of old-fashioned patterns in "Fallow Deer" and Queensware that are sure to meet with approval. In the latter is a line of embossed designs, one of the main beauties of which is the rich ivory tint of the body. There is also a lavender body with raised designs in white. Dinner and tea ware in Adam designs, rich

service plates in unique floral and enamel treatments, and old-fashioned copper and silver lustre ware are a few of the other items especially deserving of mention.

Edward B. Dickinson, sales manager for the Liberty Works, should enjoy a prosperous season with the new 1914 line of cut glass which he has just put on display. A new design that is quite remarkable for its originality and effectiveness shows a dainty cluster of flowers gracefully entwined with leaves in a new arrangement that will appeal to the buyer looking for something different from the ordinary. There are any number of pieces in this design alone, as well as several other patterns, all shown in numerous staple articles, together with a large assortment of novelties.

The Roseville Pottery Co. are now established in their new wareroom at Fifth avenue and Twentieth street and are ready to receive buyers. The store is very handsome and very convenient. Midway the length of the building a private office has been built in, and in the rear low-priced goods are shown, the front of the store being devoted to the better wares. The basement, which is the same size as the store, is given over to a variety of lines, and being well lighted makes almost as good a display room as the one above. Coincident with the opening of the new showrooms they placed on view a large number of new designs, notable among which is the "Tourist," depicting automobile scenes, landscapes, etc., in colors on a cream-tinted background. There are some new matt greens and some heavily embossed window boxes that are very fine; also new pieces in their regular lines.

An important contract for lighting glassware has just been closed by Joseph E. Frechie, sales manager for the Pittsburgh Lamp, Brass and Glass Co., to supply the new nineteen-story Consolidated Gas Co. Building, 15 Irving Place, this city, with semi-indirect domes in three sizes for gas installation. The contract specifies the company's "Delica" white glass, because it contains the proper heat-resisting and other qualities required for this form of lighting without sacrificing the beauty

of the glass. The contract is all the more noteworthy on account of the number of competitors, which ran into the hundreds and included some of the largest concerns in the country. Between two and three thousand domes will be installed in the building.

IMPORTERS TO FIGHT ADMINISTRATIVE LAW.

EFFORTS will be made by the newly-formed Importers' Association of America, which has just received its charter from the Secretary of State, to get Congress to modify certain provisions in the customs administrative sections of the new tariff act. The organizers of the association are to hold a meeting shortly, at which time officers will be elected, and a working programme outlined. The association is not to be limited to New York merchants, but will extend to every port in the Union; and it is predicted that before long the membership roll will reach 10,000.

The importers back of the movement are: H. D. Cooper, of James F. White & Co., linens; Lee Kohns, of L. Straus & Sons, crockery and glassware; Max Neuburger, laces and embroideries; Charles Fox, of F. Miranda & Co., tobacco; and E. D. Freeman, of Brooklyn. Thaddeus S. Sharretts, formerly United States General Appraiser, is acting on behalf of the importers, and will probably be elected general counsel of the association.

In an interview with a representative of the "Journal of Commerce" Mr. Sharretts said:

"The purpose of the association is to afford the importers an opportunity to jointly protect themselves against unfair treatment on the part of Government officers, and to protect themselves against unjust exactions contained in the customs administrative act, as amended by the Underwood tariff law.

"There is no intention of entering into a warfare with associations of domestic manufacturers; nor will there be an attempt to shield importers guilty of dishonest practices.

"When the association has been organized there will be a grievance committee to whom all wrongs done importers, all notices of dissatisfaction on the part of importers against the procedure of customs officers, will be submitted. If, in the opinion of the grievance committee, the importers have been unfairly dealt with, united action will be taken in demanding that such wrongs be righted and unfair practices terminated."

In certain respects the customs administrative features of the new tariff act are said to be unjust and burdensome to the importing community. Many of the large European shippers have complained against the new requirements, particularly the one relating to the inspection by special Treasury agents of the manufacturers' books and papers. The protests against this and other provisions have been so strong and persistent that the embassies in Washington have been asked to

look into the matter with the view of bringing about some relief.

The following proviso in paragraph H of section III. of the new tariff law is particularly criticised, because it lays innocent merchants open to criminal prosecution:

"That the arrival within the territorial limits of the United States of any merchandise consigned for sale and remaining the property of the shippers or consignor, and the acceptance of a false or fraudulent invoice thereof by the consignee or the agents of the consignor, or the existence of any other facts constituting an attempted fraud, shall be deemed, for the purpose of this paragraph, to be an attempt to enter such merchandise, notwithstanding no actual entry has been made or offered."

Prior to the passage of the Underwood tariff "an attempt to enter" was construed to apply only in cases where the importer actually presented entry papers at the Custom House; and the mere presence of merchandise within the territorial limits of the United States was not sufficient to warrant a seizure, even though the shipper on the other side may have sent a false or fraudulent invoice. Under the new law, a merchant in the possession of a false invoice, even before making an actual entry, may be held liable for attempting to enter goods in violation of the law.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Jan. 10 '13	Correspond- ing period 1912	Exports Jan 1 to Jan. 10 '13	Correspond- ing period 1912
Boston...	45	267	...	....
New York	298	424	....	....
Baltimore	406	184	...	....
Philadelphia	76	26	...	....
New Orleans...	7	54	...	....
Newport News	...	....	....	...
San Francisco	....	2	....	....
Portland (Me.)	9	33	....	....
Galveston...	20	...	....	....
Portland (Or.)	...	....	....	....
Inland Points	31	5	....	....
Total	892	995	....	....

From the Freight and Shipping Circular of John Edwards & Co
Liverpool.

TO.	Shipments week end'g Jan. 10, '14	Correspond- ing period 1913	Exports Jan 1 to Jan. 10, '14	Correspond- ing period 1913
New York	104	294	495	498
Boston ...	37	192	232	351
Philadelphia...	53	8	84	138
Baltimore	184	178	406	184
San Francisco	...	...	40	6
New Orleans.	7	54	75	54
Portland (Me.)	2	3	10	35
Galveston	....	....	20	...
Newport News	....	....	....	....
Portland (Or.)	....	....	....	1
Inland Points	19	1	21	27
Total	406	730	1385	1294

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Some buyers who came into the market this month were taken by surprise when it came to receiving quotations on the different lines

The statement in this column with reference to the advances were evidently not taken seriously. In one instance the buyers for a certain syndicate threw up their hands, went back home, and sent the head of their syndicate here. The head, however, could not beat down the market, and had to place his business at current prices. A number of others wanted to fight, but it was no use.

Frank Caples, secretary of the Economy Tumbler Co., Morgantown, W. Va., spent the latter part of the week in the district—most of the time with the exhibit of the company at the Ft. Pitt.

The Tarentum Glass Co. is fast completing arrangements for placing on the market a complete line of lighting glassware. T. R. Crock, sales manager of this company, says that many new pieces will also be added to their regular production, and will be ready for the trade within a few weeks.

A meeting was held at the Glass Association headquarters in the Conestoga Building here on the 21st between committees representing manufacturers and workers, and several differences on the "turn run" were adjusted in a satisfactory manner.

High class needle etched ware is to be part of the production of Ripley & Co. ere long. The company has been planning the line for some months, but not until now have conditions been favorable to carrying out the arrangement. With a new fifteen-pot furnace the company will have fifty per cent increased capacity.

From the fact that the State of West Virginia will be "dry" this summer, there will be little if any bar glassware business in that State. Manufacturers of these lines are therefore looking after new fields for trade. There has been a noticeable demand for "sets" for home or individual use, and the manufacturers believe that in due time a big business will result from these

specials for West Virginia shipment. Wine sets, rye high ball sets, decanters, and the like, are already being ordered in good quantities by West Virginia wholesalers.

The line of cut glass water sets produced by the Rochester Cut Glass Co. is the most elaborate shown by any concern. Nearly fifty different patterns are listed, with tumblers to match the jugs.

Novelties are having a good sale just now. But a larger business on these lines will be available a little later—when the summer resort and carnival buyers are ready to place their requirements for the season.

It is reported that some glass manufacturers who have been selling certain assortments for \$3 in the past are demanding \$4 per package this season, and are getting just as much business.

Federal Judge A. G. Dayton at Parkersburg, W. Va., has granted a temporary injunction against the defendants in the case of the Eagle Glass and Mfg. Co. of Wellsburg against T. A. Rowe and other officers of the American Flint Glass Workers' Union. The order prohibits the defendants from organizing or attempting to organize the glass factories of the plaintiff. The court also issued an order of attachment providing for the arrest of ten or more strike agitators who are alleged to have violated the injunction granted in the case of the West Virginia and Pittsburgh Coal Co. against John P. White, et al.

F. R. Lazure, superintendent of Factory "U" of the United States Glass Co., at Gas City, Ind., arrived here Monday to visit his brother, who has charge of the St. Louis office of the McKee Glass Co. He later visited the "States" offices.



This place has excellent prospects of securing another glass factory. A number of practical glass men are behind the project and have secured an option on three acres of land as a site situated on

a spur of the B. & O. railroad. It is their purpose to manufacture sanitary glass milk bottles, for which there is a heavy and rapidly growing demand. The plant when in full operation will give employment to from 125 to 140 workers. The capital stock of the company is to be \$100,000, and the promoters are asking the people of Moundsville to subscribe for \$15,000 worth of the stock.

AT PITTSBURGH.

THE annual glass and pottery exhibit closed this week. That it has been a success, with business as good as, if not better than, last year, is admitted by all. The cut glass salesmen were the first to come and to go. Some of the pressed ware men started to pack up Wednesday. All the salesmen will now start to cover their regular territories.

Percy Pownall, representing the Fostoria Glass Co., arrived at the Fort Pitt Monday and made a special display for the benefit of the local trade only of the new "Regal" colonial pattern, which is to be had in a line consisting of about eighty pieces. There are forty different kinds of tumblers in this pattern, which also includes oils, sherbets, jugs, shakers, lemons, nappies and bowls. The new plain conventional cut border on blown and stemware was displayed, together with the new "Wildrose" and "Primrose" floral patterns.

Fred L. Reitz, senior member of the firm of C. E. Wheelock & Co., Peoria, Ill., accompanied by his wife, has been spending a week in the glass market here. He will later go to East Liverpool. Mr. Reitz has been connected with this concern for nearly thirty years, and is one of the most popular of buyers.

Heads of the different departments of the McKee Glass Co., Jeannette, Pa., were entertained at dinner at the Fort Pitt Hotel January 24, and later at the Nixon Theatre. The party was arranged by Secretary George D. Sailer. President A. J. Smith and his wife have gone to California, where they will remain until April 1.

Louis Koch is at the Colonial-Annex making his first trip here with the Bawo & Dotter lines.

The Strobel & Wilken lines of imports, consisting of novelties, toys, masks, etc., were displayed at the Colonial last week under the direction of Messrs. Ackerman, Newman and Vierlinger. The exhibit opened in Cincinnati this week, after which Detroit and Cleveland will be visited.

Among the buyers here since our last issue were the following:

J J Jacklin, with Boston Store, Milwaukee.
Burt Day, with Cook-Lawrence Co., Cedar Rapids, Ia.
John Goodwin, with Memphis (Tenn.) Queensware Co.

John J McClelland, of the John McClelland Co, Houston, Tex.
George M Huff, with T Eaton Co, Ltd, Winnipeg, Can.
F H Pfeiffer, of Pfeiffer Crockery Co, Peoria, Ill.
Mr Freidlein, with M. Sellers & Co, Spokane and Seattle, Wash.
Fred L Reitz, of C E Wheelock & Co, Peoria, Ill.
George Wheelock, of Wheelock & Co., South Bend, Ind.
Arthur Wheelock, of C E Wheelock Co, Rockford, Ill, and Des Moines, Ia.
Mr Weller, of Newton, Weller & Waggner Co, San Antonio, Tex.
Mr Casey, with McDonald Bros. Co, Minneapolis.
Mr Miller, with Somers & Co, St Paul.
G C Murphy and Mr Callihan, of the Murphy Syndicate Stores, McKeesport, Pa.

SAN FRANCISCO AND THE COAST.

THE State Industrial Welfare Commission, of which A. B. C. Dohrmann is a member, met in this city a few days ago and decided that retail stores would be among the first industries to be investigated with a view of standardizing conditions for wage-earning women and minors. A conference is to be held with representatives of retail stores here on the afternoon of January 30, in Los Angeles on February 6, and in Sacramento on February 14.

W. E. Wells, of the Homer Laughlin China Co., was one of San Francisco's visitors this week.

Geo. Bockman, traveler for the Fostoria Glass Co., was forced to return from the road last week on account of blood poisoning in his left hand.

B. F. Heastand is no longer acting as Coast representative of the Edwin M. Knowles China Co. He is now making a prominent display of samples from the Smith-Phillips China Co.

Geo. W. Kelly, Hanford, Cal., was a visitor at the local sample rooms.

At the annual meeting of the stockholders of the Retail Merchants' Credit Association of Los Angeles, C. A. Parmalee, of the Parmalee-Dohrmann Co., was elected a director.

G. H. Altenhoff, proprietor of the Central Bazaar, Stockton, Cal., was in town last week placing orders for imports.

M. L. Weil, local manager for A. C. McClurg & Co., is at headquarters again after a trip to the factory and a return trip East on account of the death of his mother.

A. H. Martin, superintendent of the Emporium, plans to leave shortly for Europe to place orders for toys and china and glassware novelties for the coming holiday trade.

Alfred Stahel & Sons, San Diego, report a renewed

activity in business since the inauguration of their annual china clearance sales.

O. F. Olsen, for seventeen years a prominent figure of the John Breuner organizations of Sacramento and Oakland, which maintain extensive crockery and glass departments, has purchased a controlling interest in the Frevert-Bledsoe Co., San Diego, and will move to that city February 1.

F. M. Dunn, Coast representative of the United States Glass Co., is expected back from the Northwest within a few days.

M. K. Lindner, New York manager for the Dohrmann Commercial Co., and F. Siem, buyer, left on the 18th as planned, the former expecting to spend several months in New York as usual, and Mr. Siem planning to sail for Europe after visiting the trade in New York.

According to a recent ruling of the State Railroad Commission of Oregon, traveling salesmen will not be allowed to sell their samples in that State any more, on the ground that such sale constitutes a discrimination, as more favorable transportation rates are given on samples than on regular shipments of merchandise.

A dish novelty recently invented by Gustav Mann, manager of the Portola Louvre Cafe in this city, consists of a medium-sized platter divided into various compartments, whereby a whole luncheon can be served at one time, and was designed on account of the great demand among business men for quick service. Mr. Mann says he has as yet made no arrangements for the manufacture of the same.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

- Thos Gill, Lipman, Wolfe & Co, Portland, Ore. 100 Fifth ave.
 A Jasman, Meier & Frank Co, Portland, Ore. 31 Union sq.
 A Hellenthal, Bon Marche, Seattle. 2 Walker.
 Ed Wild, Wild & Rohn, Milwaukee. Prince George.
 L Neubrick, c, g, Crowley, Milner & Co, Detroit. 20 West Twenty-second.
 D Jackson, Hecht & Co, Washington, D C.
 Mr Marks, Lyons & Marks, Toronto, Can.
 F C Holzschue, t, Townsend & Wyatt D G Co, St Joseph, Mo. 21 Union sq.
 F W Gremmels, t, Jos Horne Co, Pittsburgh, 60 West Thirty-third.
 Mr Hartigan, Hartigan & Dwyer, Syracuse.
 Mr Gray, Schipper & Block, Peoria, Ill.
 Mr Merrill, Ogden, Merrill & Greer, St Paul.
 A F Pohlman, hf, t, Joslin Dry Goods Co, Denver. 214 Church.
 G Louis, t, Woodward & Lothrop, Washington, D C. 334 Fourth ave.

J H Snarr, hf, Spokane Dry Goods Co, Spokane. 225 Fourth ave.

H Phillips, hf, t, Dives, Pomeroy & Stewart, Pottsville, Pa. 2 Walker.

L C Moses, c, t, Kaufmann & Baer, Pittsburgh, Pa. 95 Madison ave.

C R Kenniff, t, A Hamburger & Sons, Los Angeles. 215 Fourth ave.

A A Berton, hf, Shartenburg & Robinson, New Haven. 75 Spring.

O H Warwick, O H Warwick Co, St Johns, New Brunswick. Canada.

AT CHICAGO.

THE Chicago office of Bawo & Dotter will hereafter be in charge of R. H. Helmstreet, assisted by Ed. Brennan. The import lines are now ready for inspection. Paul Fueslein, whose place here Mr. Helmstreet comes from New York to fill, will be greatly missed by his many friends among the trade here.

The Cut Glass Products Co. have leased space in the Ward Building on Michigan avenue for their warehouse and shipping rooms. Stock from their eight factories will be carried there, which will facilitate combination shipments. The general office of the company will be in the old quarters of F. B. Tinker, which are being elaborately fitted up with display booths and tables. F. W. Gardner, general manager of the concern, is visiting the Middle West representatives this week.

A. V. Rondel is calling on the city trade for T. M. Schollenberger.

Thomas Gill, buyer for Lipman, Wolfe & Co., Portland, Ore., was in Chicago last week and later went to New York, from which on February 11 he sails on a European buying trip.

Marshall T. Gleason, of Gleason-Tiebout Glass Co., visited the Chicago office of the company last week en route for the Pacific Coast. H. O. Sams, traveler for the local office, is making a trip covering Michigan and Indiana points.

Mortimer Shartz, buyer for the crockery department of the Golden Rule store, St. Paul, was a recent visitor in Chicago.

D. A. Ripley, vice-president and general manager of Ripley & Co., visited the Chicago office of the company last week.

J. H. Snarr, buyer for the Crescent Dry Goods Co., Spokane, Wash., stopped over here a few days last week en route to Eastern markets.

Among the travelers at the Palmer House this week were Harry Seixas, for Edward Boote; Henry Shirley, for Maddock & Miller; Norman Walker, for Meakin & Ridgway, and William Darden, for Warwick China Co.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday

BY

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JAN. 29, 1914.

NEED FOR A DOWNTOWN HOTEL.

EVERYBODY is wondering about what disposition will be made of that part of the site formerly occupied by the old Astor House where half of the old structure still stands. A well-known dry goods man said recently that it affords one of the best opportunities in the world for a successful hotel. With really no large, thoroughly up-to-date hostelry below Twenty-third street, and the location's proximity to the financial and wholesale districts of several lines, it would seem to be almost invaluable for such a purpose. Among the thousands who come to the city and do business in the downtown district a large number do not care about being quartered uptown near the theatres. This is especially true of those who make brief trips from great distances and who are of necessity forced to work downtown as long as possible. For these men a hotel providing a resting place near the scene of their work would prove very welcome.

STILL ANNOYING THE IMPORTERS.

THE Government brought suit Tuesday in the United States District Court to recover \$198,174 from Vogt & Dose, importers of Limoges china, 65 Barclay street, charging undervaluations between December 1, 1910, and October 1, 1912.

Months have gone by and no move has been made by the Government against the other French chin^e importers against whom similar charges were brought. Several attempts have been made by the latter to have

their cases tried, but the Government has steadfastly refused to come out into the open, and in various ways has postponed the trials. It would only be fair to have this thing thrashed out and something definite ascertained.

PERSONAL.

CONSIDERABLE surprise was caused by the sudden resignation of Joseph Moore, china and glassware buyer for A. D. Matthews' Sons, Brooklyn, on January 21. Mr. Moore had been with the concern for a number of years and has a host of friends in the trade. It is understood that he has no permanent connection in view and will take a short rest before accepting another position. He is succeeded at the Matthews establishment by Andrew Leslie, the housefurnishing buyer, who will have the assistance of Jacob Stein, assistant to Mr. Moore for several years.

Wm. P. Graham, of Graham & Zenger, made a short trip to Canada this week for the purpose of calling on some of the trade in and about Toronto.

C. Burt Clark, sales agent for the Edward Schroeder Lamp Works, returned on Saturday after spending the week visiting the trade in New England.

Walter Wessels left on Tuesday night for a trip South for J. H. Venon, Philadelphia being his first stop. He will be gone till the latter part of February.

The Misses Cobden, of A. B. Cobden, Philadelphia, are here placing orders for fancy china for future delivery.

George Service, representing Kennard L. Wedgwood, left for Boston on Monday and will spend a week calling on the trade there. He will return to the New York showrooms for the import season, after which he will start on an extensive trip, leaving about March 1.

C. F. Gordon, of the Gordon Jewelry Co., Shreveport, La., has been in the market for the last few days placing orders for fancy goods and cut glass.

Joseph Irwin, with Emery Bird & Thayer, Kansas City, Mo., is in New York this week on his way to Europe. He sails on Saturday.

G. F. Young, of the Roseville Pottery Co., came in to town this week to see the new showrooms at Fifth avenue and Twentieth street. He was very much pleased with the tasteful arrangements and color scheme which Mr. Stockdale has evolved for the exploiting of

the Roseville wares. He says the factory is very busy and he has no complaint to make about the condition of trade.

J. W. French left for the Far West on Monday night, making Buffalo his first stop, and taking with him the most beautiful and the largest line of ware from John Davison that he has ever carried. He will be on the Pacific coast early in April.

Capt. W. D. Finke attended Gov. Glynn's legislative reception at Albany on Tuesday night as one of the Governor's aides.

R. Kondo is now in charge of the Japanese goods department of Takito, Ogawa & Co. at Cox & Lafferty's. Mr. Kondo was brought up in the pottery in Japan, is thoroughly conversant with the manufacture and selling of goods, and withal is a very pleasant gentleman.

A representative of the Marshall Field Co., Chicago, was one of the important buyers of fancy china during the week.

J. M. Postley and Paul Beck will sail for Europe on the George Washington January 31 to buy goods for the Baltimore Bargain House.

The American Art Glass Co. has greatly enlarged its selling force this year. The new resident representatives include H. Lyman, Cincinnati; E. Bersback, Minneapolis; the Brownhall Sales Co., St. Louis; and E. Rosenthal, Baltimore. J. Hartman, president of the concern, is now making a trip taking in Detroit, Cleveland and other large cities.

W. J. Noble, with John Davison, will leave Monday night for a trip over his regular territory in New England.

Wm. J. Garvin, formerly with Robert Slimmon & Co., has associated himself with L. Straus & Sons and will travel Canada among other sections.

A representative of J. Schoonmaker & Co., Newburgh, N. Y., was one of the buyers to visit the market within the last few days.

The Sturman House Furnishing Co., Rochester, N. Y., was represented in the District the latter part of last week.

Clarence E. Hickcox, for some time in the administration department of the Turner & Seymour Mfg. Co., Torrington, Conn., is now identified with the sales force of the company, covering the South and South-

west in place of T. F. Sheehy, who is no longer connected with the company.

C. D. Vail, sales manager for the Stewart Glass Co. has just returned from a successful trip through New York and Pennsylvania, where he called on the cutting shops with his blanks.

Warren H. Dunn, of the Dunn Sales Co., returned Tuesday from a two weeks' trip to Pittsburgh, where he has been in charge of the Zanesville Stoneware Co.'s exhibit. Mr. Dunn was well satisfied with the business done during his stay.

A. Dater, Sloatsburg, N. Y., placed orders for lighting glassware here this week.

George Hipkins, head of the design and mold department of the Cambridge Glass Co., spent Wednesday at the New York office in consultation with D. King Irwin.

Guy S. Jenkins has engaged I. Altman to call upon the trade in the metropolitan district.

Charles Kaiser, representing Morimura Bros., left on Wednesday for Philadelphia, where he will spend three weeks exhibiting the concern's line of import china at the Bingham House.

O. Obergast, of W. H. Gibbs & Co., Stroudsburg, Pa., spent the first part of the week in the city conferring with W. D. Finke, the local representative.

E. P. Chapman is at the New Grand Hotel with the Demer Bros. line of cut glass. He will remain until February 15.

TO ORGANIZE A NATIONAL ASSOCIATION.

ON February 16 a meeting of great interest to the retail merchants' associations of the country will be held in St. Louis, Mo., at the offices of the Associated Retailers of St. Louis, located in the Equitable Building, corner of Sixth and Olive streets.

The meeting is for all the secretaries of retail merchants' associations of every line, and particularly the secretaries of the associations of the various cities similar to that of the Associated Retailers of Omaha, Associated Retailers of St. Louis, etc.

The object of the meeting will be to organize a National Association of Secretaries of Retail Merchants' Associations, so that there will be a great national association representing the interests of the entire retail trade as a unit, through the various secretaries.

Needless to say, that with the national importance of such a meeting every secretary who possibly can do so should strive to attend.

BRITISH POTTERY AND GLASS MANUFACTURERS' FAIR.

THE greatest display of pottery and glassware ever placed on exhibition will be held at Stoke-on-Trent, Staffordshire, England, February 16 to 28. The Fair will not be merely a representation of local productions, but will be thoroughly national in scope, and constitute a display of modern ceramic art and craftsmanship such as has not been equalled or even approached on any previous occasion.

The origin of the Fair may be traced to the display of modern porcelain and pottery shown at the Stoke-on-Trent Town Hall during the visit of the King and Queen to the Potteries last April. It was the first time that a representative selection of Staffordshire ceramic ware had ever been gathered together in the district under one roof, and the amount of interest it evoked, not only locally, but throughout the country, was surprising. The entire exhibition was transferred to London, where it attracted thousands of visitors, and afterwards to Liverpool, where it was equally popular. This was the more wonderful because to all intents the display was impromptu. It was organized at short notice—so short, indeed, that many probable exhibitors did not hear of the intention to hold it until all the space was allotted; and large as is the area of the Stoke Town Hall, when it came to be divided among the multitude of exhibitors it was lamentably insufficient for their requirements. Great firms who could have advantageously occupied hundreds of square feet of exhibition space were forced to be content with less than a tithe of what they would have liked, and only prompt applicants were able to obtain space at all. The display proved a success despite its limitations, because it was unique of its kind. No such number of English potters as were represented there had ever shown together in the same exhibition, and never before had there been so good an opportunity to realize the extent and variety of modern English ceramic art.

The present Fair is to be on a vastly greater scale than the earlier exhibition. As no single edifice was large enough to contain the multiplicity of exhibits, the whole of the municipal public buildings of the six pottery towns (kindly lent for the purpose by the authorities) have been pressed into the service of the Fair. These large halls have been divided into showrooms—over 200 in all—of varying but ample size, one of which is allotted to every manufacturer represented, so that he is able to show a thoroughly-representative selection of his wares and arrange them in the manner most suitable for their proper display. The halls are readily accessible from all parts of the district and from one to another by trams, trains and other modes of conveyance.

The exhibits in the Fair will include all types and

styles of ware—the latest designs of modern ceramic artists as well as faithful reproductions of the beautiful pieces of the past; ordinary utensils manufactured by thousands for popular use as well as more elaborate articles the costliness of which renders them purchasable only by the rich. There will be wares suitable for the rough usage of hotel or restaurant, and china and glass of such fragile daintiness as to make them unfitted for heavier handling than that likely to be experienced in a lady's boudoir; objects which depend for their chief attraction on the artist's brush, and others whose glowing colors solely result from the predesigned alchemy of the furnace. In a word, the Fair will constitute the most complete, varied and representative epitome of the arts of modern potting and glass making that has ever been collected together.

The town of Stoke-on-Trent is singularly rich in objects and memories which cannot fail to prove of interest to the lover of ceramic art. The museums contain a magnificent representation of the works of the early English potters, so that the visitor can trace the development of the industry from its early beginnings.

BUSINESS BRIEFS.

The firm of Henry Bascom & Co., crockery dealers, Manchester, N. H., has been dissolved.

Carson, Pirie & Scott, Chicago, have opened a branch in Columbus, O., in charge of C. F. Brown.

John Giles, five and ten cent store, Georgetown, Ky., has filed a petition in bankruptcy with liabilities \$3,000 and assets \$1,500.

The partnership between Max Langer and Walter J. Hildenbrand under the style of the Imperial Art Ware Co., Jersey City N. J., has been dissolved and the business discontinued.

The California Glass Works, Los Angeles, was incorporated Jan. 13 with a capital stock of \$15,000. The directors are J. G. Orth, John Morris, William Schade, M. L. Orcutt, Charles L. Eshelman, J. D. Taggart and Shirley E. Meserve.

AVENIR LIMOGES CHINA

F. W. JENKINS & Co.

*The Hall Building
Springfield
Massachusetts*

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

A peculiar feature in the season's new business is the decided improvement in the demand for yellow ware.

For a few years this branch has been lethargic, but it now appears to be again coming into its own. Not a few shipments of this ware are being made direct from the kiln doors, so to speak. Time was when little else than yellow ware was made in this district, but when "C C" goods came into vogue the yellow ware makers made haste to get into the white business. Only a few continued making yellow, and they could be counted on less than the fingers of one hand. Wholesalers are handling liberal quantities of yellow ware this season. In many instances it is taking the place of enameled ware.

Fred Cartwright, of Cartwright Bros., has been selected as the two-year-term member of the local Civil Service Commission, and William T. McNutt, the pottery straw broker, as the six-year-term member of the same board.

Another addition is to be made to the lines of the Hall China Co., which is now featuring china cooking ware and other specialties in the same body. The firm announced this week that it is now having molds made for a complete line of teapots, and that these would be placed on the market within the next six weeks.

Frank A. Leonard, of the Thompson Pottery Co. sales force, is just about the oldest pottery salesman in the district, so far as years of service are concerned. He has been "in the game" for forty-seven years, and very few buyers between the two seas, gulf and lakes do not know him. "Guess I'll continue to spend the rest of my life in the business," he said this week.

There is a continued shortage of teas and plates. The clay shops apparently cannot make all that are required.

According to report, there was a very large amount of unfilled orders on the books of some of the potteries at the close of the past year. In one instance it is said that over \$50,000 was lopped off the orders, the

buyers being told that delivery according to specifications was impossible.

At the annual meeting of the stockholders of the West End Pottery Co. the former officials were re-elected. George Ashbaugh continues in the presidency and Charles C. Ashbaugh as secretary-treasurer. This concern had an excellent business during 1913, and indications point to a still greater volume this year—if the operatives will only work.

Sanitary ware pressers who have been working in certain West Virginia potteries are coming here almost daily to secure employment. They say that the sanitary trade is exceedingly dull, and if they secure work here as pressers they will not go back to the sanitary branch.

Col. John N. Taylor, of the Knowles, Taylor & Knowles Co., has been confined to his home for several days with a slight indisposition. The big plant is working to capacity.

The Thompson Pottery Co. is this season showing many new treatments on its jug line, as well as on its several toilet shapes. It is also producing a novelty in the form of a decorated yellow ware tea—the only specialty of the kind made in the district.

James C. Deen, sales manager of the D. E. McNicol Pottery Co., spent a day at the Ft. Pitt, Pittsburgh, "taking in" the exhibits and greeting many old friends.

It is reported that the business men of Kittanning, Pa., have delegated a committee to raise \$10,000, the bonus required by Will S. George to reopen the pottery there which closed down two months ago.

Last Saturday evening about thirty of the Masonic friends of B. C. Simms, of the Thompson Pottery Co., surprised him on his seventy-first birthday and spent an enjoyable evening at his home.

The referendum of the National Brotherhood of Operative Potters upon the proposed division of the

\$500,000 defense fund of the order resulted in the defeat of the project by a vote of 9 to 1.



Stockholders of the Warwick China Co. met January 22 and elected the following directors: B. W. Peterson, M. N. Cecil, H. L. Bond, Bryon Hubbard, W. Jeffers, Jess Speidel and C. E. Johnson. The latter was re-elected president, and S. A. Jackson was elected secretary and treasurer.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending January 27, 1914

ANTWERP	
37 packages glassware	L Straus & Sons
2 "	Strobel & Wilken Co
83 "	Miscellaneous Orders
2 " earthenware	Bawo & Dotter
11 "	E R Theiler
28 "	G F Bassett & Co
8 "	Strobel & Wilken Co
4 "	Miscellaneous Orders
13 " toys	Strobel & Wilken Co
3 "	B Illfelder & Co
49 "	Miscellaneous Orders

HAVRE	
15 packages earthenware	L Straus & Sons
4 "	Justin Tharaud
15 "	Vogt & Dose
81 "	H R Churchhill
16 "	Haviland & Abbot Co
125 "	Miscellaneous Orders
42 " glassware	E Utard

ROTTERDAM	
101 packages earthenware	Geo Borgfeldt & Co
7 "	L D Bloch & Co
58 "	L Straus & Sons
18 "	Miscellaneous Orders

BREMER	
8 packages glassware	Strobel & Wilken Co
29 "	L Straus & Sons
22 "	A Steinhardt & Bro
32 "	Samstag & Hilder Bros
193 "	Miscellaneous Orders
5 " earthenware	Bawo & Dotter
171 "	Geo Borgfeldt & Co
22 "	B Tomby
1 "	L Straus & Sons
83 "	O Goetz
25 "	L D Bloch & Co
115 "	Miscellaneous Orders
36 " chinaware	Strobel & Wilken Co
388 " toys	Geo Borgfeldt & Co
3 "	F A O Schwartz
46 "	Samstag & Hilder Bros
110 "	Strobel & Wilken Co
291 "	Miscellaneous Orders

LIVERPOOL	
33 packages earthenware	W S Pitcairn
4 "	Bawo & Dotter
8 "	W H Plummer
27 "	E Boote
11 "	Fondeville & Van Iderstine
18 "	Maddock & Milne
3 "	Strobel & Wilken Co
5 "	Miscellaneous Orders
31 " toys	Geo Borgfeldt & Co
10 "	Miscellaneous Orders

HAMBURG	
60 packages glassware	Fensterer & Ruhe
2 "	W H Plummer
42 "	O O Friedlander
37 "	Geo Borgfeldt & Co
81 "	Lazarus & Rosenfeld
33 "	L D Bloch & Co
77 "	L Straus & Sons
13 "	F W Woolworth & Co
55 "	O Goetz
12 "	F Bing & Co
6 "	Strobel & Wilken Co
118 "	Miscellaneous Orders
7 " earthenware	Herman C Kupper
7 "	E R Thieler
6 "	J Palme
9 "	O Goetz
27 "	Koscherak Bros
131 "	Miscellaneous Orders
36 " chinaware	Strobel & Wilken Co
114 " toys	B Illfelder & Co
6 "	Samstag & Hilder Bros
85 "	Geo Borgfeldt & Co
58 "	Strobel & Wilken Co
269 "	Miscellaneous Orders

TRIESTE	
25 packages glassware	J Palme
42 "	Koscherak Bros

IMPORTS AT PORT OF BOSTON

LIVERPOOL	
30 packages earthenware	Jones, McDuffee & Stratton Co
18 "	Mitchell Woodbury & Co
2 "	E Boote
11 "	The Rowland & Marcellus Co
4 "	Miscellaneous Orders

HAMBURG	
13 packages earthenware	Jones, McDuffee & Stratton Co
26 "	W N Proctor & Co
93 "	First National Bank
4 "	Strobel & Wilken Co
20 "	J E Berry
10 "	Geo Borgfeldt & Co
8 "	American Express Co
2 "	L E Knott Apparatus Co
139 "	F W Woolworth
44 "	B D Webber
32 "	Miscellaneous Orders

ANTWERP	
16 packages earthenware	Jones, McDuffee & Stratton Co
102 "	First National Bank
34 "	R F Downing & Co
2 "	American Express Co
21 "	F W Woolworth & Co
2 "	Miscellaneous Orders

BREMER	
7 packages earthenware	Geo Borgfeldt & Co
34 "	Welsbach Co
2 "	Miscellaneous Orders

ROTTERDAM	
4 packages earthenware	R F Downing & Co
2 "	Miscellaneous Orders

FINDING CHEERFULNESS.

THE wideawake fellow finds plenty of novelty around a store. In dull times he will make a double hustle for trade. In busy times he will keep on the jump to perfectly serve the trade that comes. He will wel-

come every interval between sales, because it gives him an opportunity to improve the arrangement of the stock. He will thus school himself to order and cheerfulness.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

SITUATIONS WANTED.

SUCCESSFUL salesman of fifteen years' experience wants cut glass line for the Middle West and South. Has large clientele among the department store and jobbing trade in that territory. Address Box 890, this office.

WOMAN, assistant buyer of china and housefurnishings, who is desirous of making a change, would like to hear of a position where a thorough knowledge of these lines and up-to-date department store methods is required. Exceptionally well posted in dinnerware lines. All references. Address "AGGRESSIVE," this office.

BUSINESS OPPORTUNITIES.

FACTORY LOCATION.—Henrietta, Texas, wants glass factories. Other industries utilize unlimited supply natural gas four cents; silica sand; tile and brick shale; three railroads; low taxes; other advantages. Southwestern trade needs factory here; Panama Canal. Write **BOOSTER CLUB**, Henrietta, Texas.

You can increase your profits with a cost system.

W. E. LANGDON,

Certified Public Accountant. Efficiency Engineer.
Resident Pittsburgh Representative.

Harrison Building, Columbus, O.

PADEN WARE.

An earthen cooking ware; brown outside;
white-lined inside.

BEST QUALITY.



**PADEN
COOKING
WARE**

We are making a full line of cooking ware of highest quality; includes Casseroles, Bean Pots, Pie Plates, Custards, Ramekins, etc., all sizes.

Repeat orders and increased demand is our customers' approval of the high grade of our ware.

LARGE STOCK. ORDER NOW. PROMPT SHIPMENT.

We invite you to our Display Room, 663 Fort Pitt Hotel, Pittsburgh, Pa. Mr. E. E. Houghtelin in charge. Write us at once. We want your orders.

PADEN CITY POTTERY CO.

Box 14.

PADEN CITY, W. VA.

THE SAMPLES OF THE NEW WHITE BODY CHINA LINES

On Import for 1914 are now ready.

Twenty-five new decorations in original treatments. Distinctly different from anything we have ever shown before.

BROWN BAMBOO BASKETS—New shapes in sandwich, fruit and fancy baskets—Vases and Mounts for Lamps and Portables—also furnished complete for electric, gas or oil.

SOMETHING NEW!—not in any other line—Bamboo Baskets in eighteen colors: blues, greens, yellows, purples and pastel shades.

OUR SPECIALTIES:

OPEN STOCK LINES COMPLETE.

HOWO—Blue and White. ORIBE—Decorated Pottery.
SEIJI—Green and White. AWAJI—New Color, Old Blue.

WRITE FOR CATALOGUE.

THE TAJIMI CO.,

Importers of JAPANESE GOODS,

597 Broadway,

New York.

Boston Sample Room, 41 Pearl St.



Money in the "repeats"

First sale profits are not the profits that count most in Guernsey. They are big, it is true, but the real money, the "velvet" comes in repeat sales.

When a woman buys a piece of Guernsey Ware she finds it so useful, so attractive that she is not satisfied until she has a full assortment. This is where the real profit for you comes in.

The vogue for Guernsey is growing. Our national advertising is doubling and trebling sales. Get in on this success. Start today by getting Catalog No. 1001 and picking out a good assortment. Write us today.

THE GUERNSEY EARTHENWARE CO.
Cambridge, Ohio

Guernsey
Earthenware
Brown—White Lined—Enamelled



Write for Catalogue at once. No. 1002-E, March 15th. 1913 Issue now ready.

New York Representatives, Bates & Ledden, 65 West Broadway.

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Central Cut Glass Co.

will be represented by

O. W. ECKLAND

at

The NEW GRAND HOTEL,

NEW YORK,

for two weeks, beginning

FEBRUARY NINTH.

TWO HUNDRED NEW PATTERNS
WILL BE SHOWN.

CROCKERY and GLASS JOURNAL

NEW YORK, FEB. 5, 1914.

THE CONDITION OF BUSINESS.

New York

Buyers are beginning to arrive, though at this writing not as many have put in an appearance as was expected, but those

who have come and bought are taking goods in liberal quantities and speak in the most encouraging terms of the prospects. The men who have been on the road are coming back so as to be in the city during the import season. They report business much in advance of last year.

Mail orders have been good and there is a decided improvement in collections over last year. From latest accounts business in the South West is big. The Far West is in good shape, the North West gives prospects of large business, and the Middle West looks very encouraging. Outside of the larger cities in the Middle States business is normal and, since our last writing, conditions have improved in New England though they are far from what they ought to be. Canadian trade has been very good and taken altogether there is no cause for complaint up to date.

Retail trade in New York is not good; for one reason all the big department stores are having furniture sales which necessarily overshadow the china end of the business for the moment. These establishments are preparing for crockery sales this month. In the metropolitan district, exclusive of the city, business is about as usual this time of the year. As one moves westward, conditions improve but even at its best there is no boom but rather a steady quiet conservative buying by consumers. The latest government reports on crops is gratifying and there is a big demand for copper, and the steel industry is even better than was reported last

week and in nearly every trade reports are to the effect that buying is heavier than it was last year.

In another week or ten days the crockery buyers will have been here in sufficient force to form an opinion as to what they will do in the import line. With the wares offered them and the prices quoted it is safe to predict that they will buy big.

East Liverpool and Vicinity

The pottery manufacturers are crowded with business, and all plants are working to capacity. A shortage of small help is reported here and there, and of course this is keeping down production somewhat. General business conditions are all that could be desired. Dealers want goods, and shipments are being made with all possible speed.

Pittsburgh and Vicinity

It has been estimated that approximately \$750,000 worth of business was placed with glass manufacturers, exhibiting at the Fort Pitt Hotel, during January. Salesmen report an increase of from ten to twenty-five percent from orders of 1913. The present market is a rising one. Buyers should take this fact into consideration. It is said the bulk of orders this season was for pressed ware while last year the business went to the blown ware. Of course there is a reason for this which all buyers know. Factories are running on good time.

OF VALUE TO EXPORTERS.

RELATIVE to the assistance being lent the export trade, the report of the Bureau of Domestic and Foreign Commerce, recently issued, says:

"As exporters have become more familiar with the ability of the bureau to give precise information concerning the rates of duty and customs regulations prescribed by foreign countries, the number of inquiries has increased. The preparation of the necessary statements in answer to such inquiries involves a large amount of labor.

"This line of service is perhaps the most practical rendered by the Division of Foreign Tariffs, and can not be discontinued or even greatly reduced without serious loss to American exporters. If the service is to be performed by a governmental agency it should manifestly be open to all who could utilize it with profit, and steps have been taken to bring it to the attention of all exporters in the United States. To this end a description of this phase of the work was inserted in the Daily Consular and Trade Reports, and a circular embodying the same information was widely distributed. To insure the best results inquiries should be made direct by those interested and should be limited to those articles and countries concerning which there is immediate need of information. Inquiries from commercial organizations for the benefit of their members and for information bureaus for the use of their clients are discouraged, but, except when the privilege is manifestly being abused, have not actually been refused. By adopting the practice of limiting the service to actual manufacturers and exporters the work of preparing statements might be lessened to some extent, and, still more important, the danger of the use of the statements after changes in the rates would be reduced.

"To facilitate the preparation of statements and to minimize the labor involved, special forms are being drafted, with explanations concerning the nature of the statements and the qualifications to which they are subject, together with a list of the additional charges in various countries, definitions of dutiable weight and value, and conversion equivalents for the principal foreign units of currency, weight and measure.

"It is believed that the use of information furnished by the bureau to American exporters would be further facilitated by the publication of a kind of tariff primer giving concise definitions of terms used in foreign tariffs, and describing, in greater detail than is possible in the explanatory notes referred to in the preceding paragraph, the more complicated methods used in assessing duties in certain foreign countries. Work will be begun on such a publication as soon as the publications already undertaken can be completed.

"Arrangements have been made to place Australian duty stamps on sale in New York, thus removing a serious inconvenience to exporters in the United States desirous of sending advertising matter to Australia. In that commonwealth catalogues and other advertising matter are subject to duty even when mailed in single

copies, and the most convenient method of prepaying the duty is to affix duty stamps, thus insuring delivery without delay or annoyance to the addressee. Heretofore these stamps, while on sale in the United Kingdom and Canada, were not available to manufacturers in the United States."

TO ENTERTAIN BUYERS.

RICHMOND VA., Jan. 30, 1914.

Editor CROCKERY AND GLASS JOURNAL.

The writer thought you would be interested to know that Richmond, Va., will entertain the Southern Merchants for their first spring trade week on March 3, 4, 5 and 6. We have over one hundred jobbers interested in this move which is being pushed by the Trade Extension Bureau of The Chamber of Commerce. We ran for the first time in August of last year a "Better Acquaintance Week" which was a great success. Richmond proposes to entertain the merchants each evening of the days the spring week is on. It struck the writer that this would be good news for your journal readers as it would be a guide for the traveling men coming this way, knowing that on these dates the jobbers in this city would have their hands pretty well filled marketing their goods.

Yours very truly,
JNO. H. ROSE & Co.

"FOR THE JOY OF THE WORKING."

THINK you that I work alone for gold? Think you that I dole out to the world the efforts of my mind and my body, measure for measure as the world doles out my hire? Think you that I labor in my sweat alone for this of proteids and that of carbohydrates to soothe a gnawing of the belly three times a day?

My friend, when God breathed life into me He filled my veins with the fierce passion for creation. He gave me a consciousness that is constructive.

What boots it what I do—if I but do! Do! is the sovereign, imperious mandate of that invisible, mysterious Power which has entered into and energized for a few short years this dab of clay that is me.

I am a part of that seething, onward-rushing, indestructible, eternal thing—Life.

I cannot stop working until I stop living, for upon me will always be the craving to build. I am a savage, and with infinite pains I fashion a trinket out of a stone. I am a child, and not long come from the First Unknown, and, yet, I sit alone and pile the sands of the beach into forms that mayhap are the lingering dreams of dreams of a geometry in the Infinity from which I came. I am a man, and I make the earth to bloom fair, and yield; or I write a book, compose an opera, sway crowds of my fellows by my spoken word, or paint a picture, or build a bridge, or find an antitoxin, or found a business. I work.

For what I do it matters not if it be for good, for I am but striving to capture and add to the wealth of life some glint of the Absolute Perfection.—HARRY A. EARNSHAW.

THE METROPOLITAN MARKET

W. S. Pitcairn has his line of samples from Doulton all ready. Among the novelties are some very quaint and exceedingly attractive fishing scenes. The general tone is cream color bordering on yellow, enlivened with bright colors on the figures. Another line shows landscapes with moonlight effects. The colorings are very beautiful, and the line is certainly one that ought to succeed. Both treatments are used on jugs, teapots, trays, and all of the small articles of that nature. In rich plates he is showing decorations by Burbeck, Sr., and flowers and conventional designs by Plaut, Duesbury, and other famous artists. There is also a beautiful line of A. D. coffees and a very handsome line of orchid decorations which are new and impressive. Grindley's line, which is also on exhibition, will be mentioned later.

The process of manufacturing various articles has been shown in motion pictures, and the making of cut glass is the latest to be pictured for the public amusement and education. A film showing the glass from a molten mass going through the various stages until it finally reaches the retail shop as an excellent specimen of the cutters and engravers art, was displayed at one of the local theatres during the past week.

Herman C. Kupper is showing one of the largest displays of Ahrenfeldt china he has ever had. There is one new shape, the "Bordeaux" and over fifty new patterns which with the successful ones of last year makes a large aggregation. The tendency of the decorations this year is to border patterns in conventional designs embodying flowers. The colors are a little more pronounced than last year and yet are not obtrusive. The new shape is an oval with a little swell to the body showing new and graceful lines. Particular attention has been given to produce new effects in colors that have never been seen before, and many of the designs have been inspired by antiques which were successful years ago. In the cheaper grades there are so many good ones that it would be hard to particularize, but there are a few which stand out prominently among them one with little clusters of flowers joined by a neat and delicate scroll. Another has small bunches of flowers with

a horizontal bar effect which is entirely new and indescribable in print. There are some good effects in gold and color combinations in these low priced goods and the usual assortment of narrow and wide borders.

The large showroom set apart by Cox & Lafferty for the display of the Takito, Ogawa & Co.'s display of Japanese china, both for import and stock, is full to overflowing with a varied assortment of everything that is possible to think of in fancy china. A feature of the stock worthy of special note is the vast array of vases. These, as well as many other items, are stocked for immediate delivery and season's prices are an added attraction that makes it a line well worth seeing.

Thos. G. Jones, has greatly enhanced the appearance of his showrooms as well as adding considerably more room for the display of his samples from the Economy Tumbler Co. and the McKee Glass Co. by placing some very handsome ebony fixtures over all the display tables.

The Cambridge Glass Co. have turned out some excellent patterns this season and the outlook for the years business under the capable supervision of D. King Irwin, the new sales manager for the company, is very promising. Among other things there is a particularly extensive showing of table glassware, and novelties in a Colonial design and the clearness and fine color of the crystal adds materially to the attractiveness of the line. Both the thin blown stemware in dainty patterns, and pressed ware showing some clever new ideas are well represented in the stock.

John Davison has all the lines ready from the various factories he represents. Coalport has sent more and finer patterns than ever, some of the most beautiful things ever executed in china being in this display—among others plates running as high as \$100 each. Geo. Jones & Sons have also done their share in producing novel decorations, and F. Winkle & Co. have surpassed themselves. W. E. Adderley & Co. have sent more novelties in decorations, particularly in enameled work, than heretofore. The Stevens & Williams lines

of glass are very beautiful. If there were nothing else, these goods would be sufficient to draw buyers to the Davison showroom.

L. D. Bloch & Co. have their fine new store in apple pie order. It is impressive from the outside as well as from the inside. It is the only store in the trade having an iron and glass canopy over the door. At the rear of the store in the center with branches right and left reaching the second floor is a very handsome stairway. At the right of the entrance for a distance of about twenty-five feet are offices for the firm, and a reception room for visitors opposite. Just beyond, filling the main part of the floor are displayed marbles, bronzes and pedestals the General Offices located in the rear. The second floor, is given over to lamps, steins and silver ware, the third floor to French china and cut glass, the fourth floor to German china, and the fifth and sixth floors to manufacturing purposes where they make candle shades, assemble lamps and other articles. Their samples are all new and present some very attractive designs and shapes. The difference between the new and the old store is very marked and causes general expression of approbation.

The Strobel & Wilken Co. are certainly much better off in their new quarters in Twenty-third street, where they occupy the whole of a large building. The entrance is impressive but what is more important the goods and the display of them is even more attractive. Three floors are devoted to dolls and toys. The third floor, which has a very much larger area than they had previously is beautifully arranged. They are giving much space to dinnerware having many new, and exclusive design and they have a tremendous assortment of fancy short lines together with cups and saucers, and mugs. They are also making a good display of Bohemian glass and domestic cut glass. Any dealer coming to New York and misses to see them will regret it.

A. A. Vantine & Co. have moved from their old quarters at Eighteenth street and Broadway where they have been for nearly forty years, to a new seven story structure at Fifth avenue and Thirty-ninth street.

Graham & Zenger have just received a larger order for Tango tea sets for the Biltmore Hotel to match the services they have previously furnished. It is not generally known as yet that this hotel has a branch of the New York Central R. R. running directly into their sub cellar. In consequence, guests may have their trunks in their rooms in fifteen minutes after leaving the train.

It is strange that two accidents of a similar nature should occur in the Metropolitan District on the same day. About eleven o'clock on Monday, a window cleaner at the Strobel & Wilken Co. standing on a ladder over-reached and caused the ladder to fall from

under him. He was badly bruised and suffered from shock, but had no serious injury. An hour later Robert Fletcher, a selector at W. R. Noe & Sons, while standing on a ladder, over-reached and fell breaking his leg in two places. At last accounts both patients were doing well.

Paul Joseph, representing Duncan & Miller and others, has signed a lease for the third floor front of 95 West Broadway in the Gerken Building. He will move between now and May 1.

Frank Wadsworth Jenkins is showing some very unusual designs in Avenir china at the Park Avenue Hotel. They are in Chinese affects, notably a vase with flowers and an appropriate border, another a basket treated in the same manner.

Chas. Hall has one of the most unique displays ever seen in New York. It consists of hand-painted tin ware and wooden ware consisting of trays, cigar boxes and other small ware after the manner of Peasants of the Balkans. They are highly artistic and are decidedly unusual.

Edw. B. Dickinson, announces that he has been made the representative for this country for Booths, Ltd., line of English china and he is displaying some exceptionally beautiful specimens that are as quaint in shape and design as they are beautiful. Included in the vast array of patterns are eight entirely new creations that he will control exclusively, among them being the "Flora Dora," "Ming" and "Dragon."

Higgins & Seiter are having a remarkably successful "sale." On the first day more than 700 people by actual count entered their door and the crowd continued all the week. Best of all they were buying.

These are busy days at L. Straus & Sons' ware-rooms, where unusually elaborate preparations are being made for the import season. New samples are still arriving daily from Europe, and as one of the managers of the concern expressed it, "It is becoming a problem where to put the goods."

Vogt & Dose have just placed on display ten new patterns in open stock dinnerware, showing exquisite coloring effects and odd shapes. One of the many other attractive items is a punch bowl set in royal blue richly decorated with etched acid gold border.

The new season's line produced by the United Cut Glass Co. now being shown by Max Herbert would be difficult to surpass, both for the beauty of the patterns and attractive values, ranging from the cheapest to the most expensive. One particularly fascinating design, the "Venus," is a new arrangement of floral and chair-bottom cutting in Gothic style. There are numerous leaders in popular-priced pieces, such as bon-bon

dishes, bowls, jugs, etc., that will be seized upon at once by the wideawake buyer.

T. W. Hamilton has been appointed sales manager for the Eastern territory by the Susquehanna Glass Co. and is now displaying at 69 Barclay street a complete line of the season's new samples. The patterns are very dainty and are mostly in floral designs. Odd shapes and cuttings are shown in vases, jugs, tumblers, stoneware and a large assortment of other pieces.

Cox & Lafferty have just received copies of the new complete catalogue issued by the Imperial Glass Co. It consists of a series of separate catalogues each devoted exclusively to a line of goods—one to lighting glassware, another to jellies and tumblers, a third to iridescent goods, and so on through Nucut ware, Imperial Colonial ware, and the general lines. The illustrations are finely executed, and in the case of the iridescent glass are in color. Almost every question that a buyer is likely to ask is answered in these pages. It is the most expensive, most elaborate, and most useful of any catalogue that has come under our observation.

It is a real treat to look over the exquisite new line of samples from Wm. Guerin & Co. and J. Pouyat & Co., both shown in great variety at the display rooms of Charles Streiff, the concerns sales agent for this country. The Guerin dinnerware is commended for the beauty of its decorations or shapes. There are various

new styles and an almost endless variety of patterns which are sure to attract more than the ordinary amount of attention. The new samples in Pouyat fancy china not only upholds but adds to this concerns reputations for producing staple goods and novelties, in artistic decorative effects, combined with excellent quality, and admirable workmanship. There are also a number of dainty Pouyat dinnerware patterns that have to be seen to be appreciated.

The Dunn Sales Co., have just been appointed agents for the Frontier Cut Glass Co., Buffalo, and are now displaying new samples from that concern.

Morimura Bros. have never made a more interesting display of Morimura china for import, than they are making this season. Buyers that have seen the new line are enthusiastic over its completeness. The decorations were never more artistic, showing as they do so many unique patterns in original shapes in both staple articles, and for novelty utility requirements.

E. R. Brady, sales manager for the Turner & Seymour Mfg. Co., is showing a new line of plateaux at this concerns new showroom, 25 West Broadway. There are a number of patterns, both in plain and fancy nickel frames, showing unusual care as to every detail of manufacture. Mr. Brady is much pleased with the way in which the trade have received them and already reports some very satisfactory initial orders.



DISPLAY ROOM OF TAKITO, OGAWA & CO., 327 WEST MADISON STREET, CHICAGO.

JOTTINGS FROM BOSTON.

THE fate of the Henry Siegel business is the most important topic for discussion at all gatherings. Referee Olmstead, of the United States Bankruptcy Court, this week fixed February 16 for the first creditors' meeting. Although the company has been adjudged bankrupt the property will remain in the possession of Messrs. Marble and Sheppard, receivers for the Siegel interests here and in New York. Judge Dodge has declined to name a third receiver in equity on the petition of a creditor. Liabilities of the Henry Seigel Co., of Boston, are understood to amount to \$1,000,000 and the assets about \$900,000, of which \$600,000 is stock in trade and \$300,000 accounts receivable. Under the bankruptcy act counsel claim there is proper machinery for a speedy liquidation of affairs.

Milroy H. Gibson, formerly general manager of the Gilchrist Co., has left that store and associated himself with the R. H. White Co. as merchandise manager.

Herbert W. Dana, recently sales manager for the Houghton & Dutton Co. and previously advertising manager for the Gilchrist Co., has accepted an important position with the Paine Furniture Co.

G. E. McFarlin is showing a fine line of new samples of silver deposit ware; new cut glass from the Hancock Cut Glass Co., Hancock, N. Y., and attractive new lamps with wooden standards from the Goshen Novelty and Brush Co., Goshen, Ind.

Some members of the trade here are planning to go to New York for the Pottery, Glass and Brass Salesmen's Association dinner, at the Astor on Monday evening next.

Julius Baer of Louis Wolfe & Co., made a flying trip here on Monday and left again on Tuesday evening for New York. Everybody at the Boston store is busy getting the import samples in shape for the opening display by March 1. Thomas Maguire still is out in New England and is sending in some good orders.

W. R. Amidon, foreign buyer for the Mitchell, Woodbury Co., has sailed for Europe, to be gone about twelve weeks.

The Bridge Co., whose main store is at Newport, R. I., has opened a five and twenty-five cent store in Waterbury, Conn.

J. Frank Hinckley left Wednesday for a few days' trip through New Hampshire. Mr. Hinckley has just received new samples of florists vases, from the Co-operative Flint Glass Co., Beaver Falls, Pa.

Things are not brisk in the trade this week. Out of town buyers included: George Thibedeau, New Bedford

Dry Goods Co., New Bedford; James E. Hogan, Shartenberg & Robinson Co., New Haven, Conn.; a representative of Racicot Bros., O. K. Chabotte, of Webster, and James Kershaw, of Fall River.

J. S. Dawes has some new light cuttings from the Potomac Glass Co. which he is showing.

Claude A. Palmer, of the Eastern Clay Goods Co., is one of the Chamber of Commerce members appointed on the committee on membership.

John J. Reed has received new lines of samples from the Liberty Cut Glass Co., of Egg Harbor, N. J., and the Corona Cut Glass Co., of Toledo, O. The former comprise dainty floral primrose designs, mitre and floral cuttings in a variety of patterns. The latter company has sent floral grape and neat border designs in popular-priced lines.

E. C. Walker, their New England representative, has received from Mogi, Momanoi & Co., of New York, a full assortment of their import lines, including china in new landscape patterns for chocolate, berry, ice cream and tea sets; novelties, baskets and lamps.

George K. Marshall is displaying the Fostoria Glass Co.'s attractive new samples of table glassware in the pure Colonial design.

Walter Church, representing Wood & Yeakel, of New York, is to make a Connecticut trip next week with his lines.

E. W. Nickerson, of Winchester, one of the best known former travelling men in the East, who was confined to his home by illness is able to get around to see his friends in the trade.

M. A. Lovell, representing the United States Glass Co., is showing his samples in Providence, R. I., this week.

Edwin L. Price, floor superintendent in the china department of the Shepard, Norwell Co., has left for an extended vacation, and Leonard A. Davis, of the first floor is taking his place.

James A. Houston, general manager of the R. H. White Co., is supervising the building of new offices on the fourth floor, where all except the executives are to be located.

Two recent fires hit customers of the Boston trade rather hard. One was in Manchester, N. H., where the Merchants Exchange building was destroyed with from \$500,000 to \$600,000 loss, of which \$250,000 fell on The Barton Co., the largest general department store north of Boston, and a large amount on the Leslie M. Folsom Co. William E. Querin, president and gen-

eral manager of The Barton Co. is also president and treasurer of the E. C. Nichols Co., of Bangor. He had been here and arrived in Bangor on the early morning train only to receive word of the fire. He says that the stock and fixtures were well covered by insurance. The other fire was in one of the Nelson Syndicate's five and ten cent stores in Lawrence, where the loss was about \$10,000.

An incorporation of interest to the trade is that of G. A. Reidpath Co., of Lynn, incorporators: George A. Reidpath, Anna G. Reidpath and Mary E. Murray jewelry dealer; capital, \$8,000. Mr. Reidpath frequently buys from the trade in Boston, as he carries cut glass and china.

Jerome Jones, of Jones, McDuffee & Stratton Co., was re-elected a director at the annual meeting of the Boston Safe Deposit and Trust Co.

Miss Cassie J. Fuller, who has charge of the welfare work at Jordan Marsh Co.'s, is spending a three weeks' vacation in Rhode Island.

A MODEL WAREROOM.

HAVILAND & ABBOT have one of the finest ware-rooms in the trade. It is one hundred feet square, with windows on all four sides. In the centre, leaving wide avenues all around, they have built in rooms finished in mahogany.

As you leave the elevator and step into the lounge room, fitted up with easy chairs, tables, and facilities for writing and smoking you look into what is apparently a store window, containing a fine display of goods.

Entering the "store" you are greeted with an array of rich dinnerware in both regular and open stock patterns—all new and a distinct departure from the lines they have hitherto shown. This room is twenty feet square and is a counterpart of five others, each arranged according to its special class of goods.

Passing into the next, one finds underglazed dinnerware in colors which have been considered impossible to obtain under the glaze, and in designs that are exceedingly attractive.

The next room is devoted exclusively to plates, there are more than 2,000, half of which are displayed in racks on the sides of the room, the rest being in drawers holding each from three to four dozen, according to the size. All tastes and purses can be met.

At the right is a compartment devoted exclusively to white goods.

Turning to the right again, one comes upon the small wares, such as bon-bon dishes, hair receivers, pin trays, and the like.

The next room is devoted to chocolate, water, breakfast and tea sets.

The avenues surrounding these inside rooms, contain the business offices.

Near the corner where Mr. Frank P. Abbot has his sanctum-sanctorum is a space devoted exclusively to white and gold goods, where everything from plain prints and lace borders up to the most expensive incrustations are shown.

On the avenue running parallel with Twenty-ninth street are the samples of dinnerware, both in sets and open stock, ready for immediate delivery.

At the end of this avenue are two rooms devoted exclusively to hotel wares. Here, for the first we find a closed door, all the other passages being open. This leads into the stockrooms, which are as light as any part of the building, conveniently arranged, and carry twenty-five per cent more goods than were kept in the basement of the Barclay street store. Beyond this again is the packing room. A door from here opens into the lounge room, and one has made the circuit to the point from which he started.

In this description little has been said about the wares. The display is so enormous that it is impossible to particularize. But enough has been told to induce a buyer to see for himself the choice things that are offered to the trade.

OBITUARY.

MRS. JANE STEWART, widow of Robert Stewart, a china and crockery merchant of New York, died at her home 433 Eleventh street on January 29, aged eighty years.

John B. Tillinghast, aged forty-four years, head of the Tillinghast Crockery Co., at Charlotte, N. C., died in Highsmith Hospital last week after a long illness.

John Cross, of Solomon & Cross, manufacturers' agents, 25 West Broadway, died of consumption on Saturday night, aged thirty-two. Mr. Cross has been in feeble health for some time and has not been at business since last November. He was highly regarded by his associates in business. Mr. Cross has had rather a varied career. He was born in Ireland, and came over here about eighteen or twenty years ago as a mere lad. His first employment was with Hilton, Hughes & Deinming, successors to A. T. Stewart, and predecessors of John Wanamaker. He then established himself in business with a Mr. Gray, under the firm name of Cross & Gray about ten years ago on Amsterdam avenue conducting a department store, but the business was a failure, then he became salesman for O. de la Croix for a while, then with the Unionport Pottery Co. of Westchester, then with Rowland & Marsellus, and then became a manufacturer's agent at 76 Park Place and in 1911 associated himself with Mr. Solomon under the firm name of Solomon & Cross. The funeral was held on Wednesday from his home in the Bronx.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, FEB. 5, 1914.

THE LABOR LAWS.

THE New York Legislature has recently passed an employers' liability law which in its way is the most drastic and onerous of any of the labor measures. It will cost manufacturers vast sums of money and make them responsible for injuries to workmen no matter whether they themselves are to blame or not.

Little by little the labor unions are throttling their employers until it is fast becoming a question of whether the latter shall control their own affairs or let the workmen do it. No one denies that there are employers who are merciless and who grind the life out of their employees. But they are comparatively few, and the straightforward manufacturers should not be made to pay for the shortcomings of these. There is no relation between a "sweat shop" and a pottery or glass factory.

The labor unions have forced the passage of most of these laws, and particularly those which regulate hours and wages. By these measures they deprive the non-union workman of the privilege of selling his labor at his own figure. Every man has an inherent right to work as long as he pleases and at what wages he pleases, and Legislatures cannot rightfully make a law which will deprive him of this inalienable right.

The unions will some day go a step too far. There will come a time when employers will close their factories rather than submit to tyranny, and when the demagogues who control these unions have thus succeeded in depriving the members of employment the workmen will be glad to take what they can get—and it won't be the present exorbitant wages.

Take the bricklayers as an example. Can any one of them really earn \$7.50 in an eight-hour day? Yet that is what they are getting. Not only that, but as they lay twenty per cent less brick than they would in a ten-hour day the cost of a building is increased just that much more.

And herein lies the true reason for the high cost of living—high wages. The owner pays fifty per cent more for his building than he should. He must get his money back, so his rents are based on his outlay. The grocer who hires the store must charge more for eggs and butter so as to pay his rent. The tailor who lives in the flat above the store strikes for higher pay so that he can meet his rent and grocery bill, and the clothing dealer for whom he works raises his prices in order to pay the tailor.

There must be a stop some time. Employers cannot go on forever raising wages, and if some curb is not put on the unions there will be an industrial revolution which will put the workingmen back fifty years.

PERSONAL.

EVERY salesman in the District will regret the fact that Arthur F. Pohlman with the Joslin Dry Goods Co., Denver, will no longer buy china and glass. He arrived in town last week as principal buyer for the cloak and suit department of that house. This year he will buy dolls, toys and housefurnishing goods. The firm have closed out their china department. Mr. Pohlman, was one of the most conscientious buyers coming to the market. He has a system which he says he calls "Selling before you buy." His idea is to think where he can place goods before he makes a purchase. He wants to know all the good points, asks why he should buy, and in his mind writes his advertisement while he is making his purchase. He has been very successful under this method.



P. A. Merkland, china buyer for Sears-Roebuck & Co., sailed for Europe on the Caronia, leaving last Saturday.



J. J. Hines returned last week from a visit to several cities in the Middle West, and he will not go out again on the road until after the import season is over.



George H. Williams, representing the Malone & Nicholson lines, left on February 1 for a trip of several weeks through New York and Pennsylvania.



Richard Kohn has resigned from the J. D. Bergen Co. and is succeeded by W. S. Goeke who will be temporarily in charge. W. H. Pooley, secretary of the company came down from Meriden to assist in tak-

ing stock. It was because of this that the shades were down at their store on Monday morning. Mr. Kohn has taken room number 30 at 32 Park Place where he will conduct a cut glass business of his own.



Charles Streiff is making a trip through the South where he will call upon the trade with the Wm. Guerin & Co. and J. Pouyat & Co. lines which he is a representative for in the United States.



J. K. Wilson, representing B. Tomby, spent several days last week in Philadelphia, exhibiting his line at the Bingham House.



Mr. Laughlin, the new buyer for McCreery & Co., Pittsburgh, replacing O. H. Phillips, is making his first important buying trip here since he went with the concern.



J. E. Marsden, president of the Liberty Works, Egg Harbor, N. J. spent Saturday in the city conferring with Edw. B. Dickinson, the concerns sales manager.



A. Abrams has signed up with Maskin Bros. & Rosen, manufacturers of domes and electric and gas portables, and starts for the South this week.



Wm. Dealing, representing the Diamond Glass Co., the Belgrade Glass Co. and others, has engaged a wareroom in the Irving building, 1-3 Hudson street and will move as soon as alterations can be completed.



Jacques Bernardaud, who has been on a Western tour arrived home on Thursday. In going from Chicago to Council Bluffs, his train ran off the track and everybody had a big shaking up but no one was injured. He was delayed about ten hours.



Edward Miller, of Ed. Miller & Co., returned on Monday from a three weeks' trip to Porto Rico. He says that the climate is fine, the country growing and possibilities of a good trade with that country are marked. His brother Arthur Miller came down from Meriden to meet him and says that the factory is running full and with good business in sight.



M. K. Lindner and Fred Siems, with the Nathan Dohrman Commercial Co., San Francisco, arrived in New York Thursday of last week and were visiting their friends in the trade. Mr. Siems left for Europe Wednesday on the Olympic.



D. E. Healy, buyer for Cohen Bros., Jacksonville, Fla., was one of the familiar figures in the market this week. He reports the past year as having been a very

satisfactory one and that the present indications point to a still better one for the coming year.



George W. Hessler, superintendent of the Crystal Cut Glass Co., has been spending several days in the city conferring with the newly appointed sales manager Paul Joseph.



E. C. Ledger and Joseph Hurd, with W. S. Pitcairn, came home this week from their preliminary trips. Both express satisfaction as to results.



Fred'k Buscom of Vancouver, Canada, sailed for Europe on Wednesday.



Leon Vallee is making his maiden trip with lines from J. H. Veñon. He is a bright young man who was taken out of the office to become a salesman and bids fair to be a star.



George Haviland, oldest son of Chas. Edward Haviland, of Haviland & Co., who has charge of the pottery at Limoges, is a passenger on the Lusitania due in New York Friday. Paul Haviland, who went to Europe just after Christmas is also on the steamer. George Haviland has not been in New York for about ten years.



F. W. Jenkins is at the Park Avenue Hotel where he will remain until February 14 to show Avenir china.

Chas. Hall of Springfield, Mass. is at the Park Avenue Hotel, with a line of "Unique objects of Industrial art from out of the way places in Europe."



Ernest J. Johnson, of Johnson Bros. arrived from Europe on the Cunard liner Carmania on Sunday, and will be here to greet the trade during part of the import season at the show rooms of George B. Jones, the concerns American representative. W. A. Naylor accompanied him.



Guy S. Hawthorne, buyer for Jordon Marsh & Co., is due in New York on Friday. He expects to sail for Europe next week.



Mr. Haynes; the new buyer for the W. Hengerer Co., Buffalo, visited the market this week.



Mr. Doorly of Harrisburg, Pa., who is in the trading stamp business in that city was in the market this week placing orders for glassware, china, clocks, etc. for premiums.



H. S. Clark, representing Graham & Zenger, has just returned from a month's trip visiting points in the South and West.



W. A. Demorest started on Wednesday for a

month's trip covering territory in New York and Pennsylvania with the Kersten Co., Chicago, line of bathroom fixtures.



Harry G. Mills, the well known representative for the Homer Laughlin China Co., is stopping at the Imperial Hotel where he will exhibit the concern's comprehensive line of new dinnerware patterns for 1914.



R. E. L. Wells, representing L. Straus & Sons, returned on February 5 from a two month's trip to the Coast.



Ed. Craig, the new sales manager for the United States Glass Co. spent several days at Baltimore this week where he attended the Cannery Convention in session there.



Mr. Fenton, of the Fenton Furniture Co., Roanoke, Va., was one of the buyers to visit the portable lamp concerns in the market during the past week.



Max Schaffer sailed on the George Washington Saturday for a two month's business trip that will take him to Austria, Germany and Italy.



Some of the Maddock & Miller salesman are arriving home to take care of their customers during the import season. H. R. Shirley and M. P. Plumb returned from short preliminary trips during the week.



Among the crockery buyers booked to sail next week, for Europe are Thos. J. Gill, Lipman, Wolf & Co.; Louis A. Carter, with Snellenburgs, Pennsylvania, and Frank Walsh, with Strawbridge & Clothier, and Leon Schoenthal, with Gimbel Bros., Philadelphia.

THE BANQUET.

THE Salesman's banquet which is to be held on Monday next is an event not to be neglected. The tickets are selling well and the usual crowd will be on hand. A good musical programme has been arranged and good speakers will address the banqueters.

The committee has been hard at work arranging the programme of entertainment. The tentative list of speakers includes Hon. James A. O'Gorman, United States Senator from New York; Right Rev. Charles Sumner Burch, D. D., Suffragan Episcopal Bishop of New York; Hon. Joseph Taggart, Congressman from Kansas, a member of the Judiciary Committee of the House of Representatives; Hon. Lincoln Dixon, Congressman from Indiana, a member of the Ways and Means Committee of the House of Representatives; Hon. Julian A. Gregory, Mayor of East Orange, N. J.,

and Carl F. Prosch, Esq., the Simeon Ford of Honesdale, Pa.

Together with these prominent speakers there will also be Herr Leo Helzel, the world-famous tenor from the Court Theatre of Wiesbaden, Germany. This will probably conclude the entertainment as far as the after coffee and cigars portion is concerned, but during the banquet musical entertainment will be furnished by a famous instrumental quartette, and William Logan, a celebrated baritone, well known to the concert field of this country.

SAN FRANCISCO AND THE COAST.

SEVERAL of the travelers have completed their trips in the southern part of the state and all report business fully up to expectations in that section. With clear weather this week renewed activity is noted in retail business.

Chas. Hass expects to be in New York Feb. 24th on route to Europe on his annual purchasing trip for the S. & G. Gump Co. He will buy heavily this year on account of increased facilities at the store.

Hugh E. King, representing the Sterling Cut Glass Co., is due in San Francisco on Feb 23.

Himmelstern Bros. are working over time this week on their import lines, which Leo Himmelstern says will be the strongest ever shown by them.

F. M. Dunn, coast manager for the United States Glass Co. returned the first of the week from the northwest, his trip was a very satisfactory one.

G. H. Otto, traveler for Julius A. Young, is at headquarters after showing T. B. Clark, cut glass samples in the southern part of the state.

Geo Dorn of the Dorn Ceramic Supply Co., reports very good results from their annual sale of undecorated china.

J. S. Jepson, manufacturers' agent is at a local sanitarium suffering from illness. He is reported improving slowly.

W. B. Elms, buyer of crockery and glass and allied lines for the Broadway department store in Los Angeles, stopped in San Francisco the first of the week on route to New York. His departments, are in temporary quarters while the second unit of the new store is in process of construction. It will be a nine-story building.

D. F. Carnes, second vice-president of J. Hoare & Co., Corning, N. Y. is a visitor here this week. E. C. Oehme, who has been covering the coast with the

Hoare cut glass line, has been transferred to the middle western territory with headquarters in St. Louis. and L. L. Kime is now looking after this territory.

Arthur Kidd of the Marsh & Kidd Co., agents for the Duncan-Miller Glass Co., has left for the southern part of the state on a brief trip.

H. J. Gute, coast manager for the Manning-Bowman Co., is at headquarters after calling on the trade in southern California.

Word has been received here that E. B. Hill will call on the local trade slowly in the interests of A. H. Heisey.

W. E. Wells, secretary of the Homer-Laughlin China Co., was a visitor the past week.

Geo. A. Boomer, local representative of the Plume & Atwood Manufacturing Co. and the American Ring Co., has just returned from Los Angeles. His assistant C. Kutz went on down to San Diego.

A. W. Ottenheimer, of A. W. Ottenheimer Bros., has returned from a regular trip to the southern mine district, and reports a very good business.

Raphael Weill, head of the White House, celebrated the fiftieth anniversary of his landing in San Francisco on Jan. 24 by a banquet and entertainment at the Palace Hotel to a large number of guests. Mayor James Holph and Raphael Monnet, the French Consul-General, responded to toast.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

W W Wright, B S Anderson, Lexington, Va. Breslin.
R Goodwyn, Memphis Queensware Co, Memphis, Tenn.
Mr Fenton, Fenton Fur Co, Roanoke, Va. Breslin.
J Kohnfelder, hf, Kaufman & Baer Co, Pittsburgh. 95 Madison ave.

Miss Elizabeth Ledger, Barry D G Co, Schenectady, N Y.

Frank M West, Bridgeport, Conn.

Miss M C Brennan, Peoples Store, Tacoma, Wash.

Mr James, T W James & Sons, Kansas City.

Mr Stern, San Antonio, Tex.

W O Coleman, Burley & Tyrell, Chicago.

B E Naylor, hf, Jordan, Marsh Co, Boston. 31 Union sq.

T Barker, hf, R H White Co, Boston. 60 West 33d.

A V Mummy, hf, Jamieson Housefurnishing Goods Co, Trinidad, Cal. 320 Church.

J F Brosseau, hf, E Malley Co, New Haven. 320 Church.

M D Scott, hf, Mellon Co, Oklahoma City. 13 East 22.

C C Millington, t, Sanger Bros, Dallas, Tex. 19 East 24.

Miss Kelley, c, g, McDougall & Southwick Co, Seattle. 214 Church.

T J Gill, g, Lipman, Wolfe & Co, Portland, Ore. 100 Fifth ave.

P B Baxter, hf, Hennessy Co, Butte, Mont. 214 Church.

G W Smith, hf, Burton Dry Goods Co, Fort Worth. 239 Fourth ave.

A Friedlein, hf, M Seller & Co, Spokane. 43 Leonard.

B R Bunting, t, Kinnane Co, Springfield, O. 116 West 32.

A J Lee, hf, W R Moore D G Co, Memphis. 256 Church.

Mr Meyer, M Seller & Co, Portland, Ore.

F J Burbank, Burbank & Douglas, Portland, Me.

Geo Buscomb, Fredk Buscomb Ltd, Vancouver, British Columbia.

F H Pfeiffer, Peoria, Ill. Biltmore.

B R Day, Cooke & Lawrence, Cedar Rapids, Ia. Earl- ington.

Mr Miller and Mr Foster, Omaha Crockery Co, Omaha, Neb. McAlpin.

Mr Guttman, Rosenblatt & Co, Baltimore.

Miss J Gross, c, Watt, Rettew & Clay, Norfolk, Va. 214 Church.

E N Smith, hf, l, M L Milner Co, Toledo. 20 West 22.

D Saunders, c, Siegel, Cooper Co, Chicago. Sixth ave and 19.

S M Wilkes, Laurence, S C.

Arthur Lit, Lit Bros, Philadelphia.

Silas Ichenhauser, The Ichenhauser Co, Evansville, Ind.

Wm Rowley Electric Co, Galveston, Tex.

Henry Goodman, Phila Yellow Trading Stamp Co, Phila.

Hanson & Dickson, Amsterdam, N Y.

AT CHICAGO.

THE local manufacturers and representatives generally report business coming in very satisfactorily. They report last month as exceeding January of 1913. The large department stores down town, say that business is much better than had been anticipated.

*

Arthur Harrison, Chicago representative of the Gleason-Tiebout Glass Co., made a trip to St. Louis this week.

* *

Edward H. Fox, Chicago manager for the Phoenix Glass Co., was calling on the trade in Cleveland last week.

* *

F. E. Chambers traveler for the Chicago office of Plume & Atwood, has returned from an extensive trip northwest.

Ernest M. Lunt, formerly Chicago manager of the Towle Mfg. Co., has recently incorporated the United Jewelers Corporation. It is proposed to operate a line of retail jewelry stores in all parts of the United States,

similar in plan to the Rexall stores. It is the idea to manufacture most of their product under their own supervision and to call the stores the Hall Mark Stores.

Wm. Bartley, local manager for the J. D. Bergen Cut Glass Co., has returned from his trip to the factory at Meriden, Conn.

Walter S. Andrews, glass factory representative, is making a trip to north-west points this week.

Warwick Martin, western representative of Lippincott Glass Co. is making a trip covering his usual territory.

Ira A. Jones Co. have taken the selling agency for the Paul Richter Co., Maywood, replacing the Johnson-Carlson cut glass line.

Edward Beltz, who represents several house furnishing lines made a trip to Milwaukee and nearby points last week.

Wm. M. Allister, of Norris Allister Ball Co., leaves on the 12th for a sojourn in California, to be gone several weeks.

H. L. Mills, of the American Specialty Co., is taking a vacation trip which includes the Bermudas and points in South America.

John Gately, president of the Gately Stores Corporation, operating a line of some 115 stores over the country died on February 1st at his home in Chicago at the age of fifty-seven years.

Among the travelers here this week were: Charles Ott, of Eagle Glass and Mfg. Co.; W. E. Wells, of Homer Laughlin China Co.; Norris Lippert, of Lippert Bar Supply Co.; H. E. Ross, of Pittsburgh Lamp, Brass and Glass Co.; John Patterson, of Geo. Cook Pottery Glass Co.; A. L. Blackmer, of Blackmer Cut Glass Co.; Wm. Anderson, of American Cut Glass Co.; Thomas Burns, of Detroit Gas and Electric Fixture Co.; J. E. Capen and J. W. Snell, of Macbeth-Evans Glass Co.

BE READY TO ACT!

BE instant, son; be instant! When you are lucky enough to get a ball, don't stand and hold it while half the country tramps across the plate. Use what wit you have, son, right off, and get the ball to where you think it is likely to do the most good. You may be mistaken; but take the chance. The probabilities are that you will do some good if you are fit for the game at all. You certainly won't do any good holding the ball. That article is made for motion. Get busy, son; get busy! It's the man who is ready to act at once who gets the inside track, and, what's more, he's the man who keeps it.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of November, 1913, compared with the same month in the preceding year, were as follows:

	1912	1913
Great Britain.....	\$202,207	\$254,098
Austria.....	67,988	65,241
France.....	49,291	118,900
Germany.....	359,748	349,463
Japan.....	90,994	64,167
Other Countries.....	23,895	29,135
Total.....	794,123	881,004

FOR ELEVEN MONTHS ENDING NOVEMBER.

	1911	1912	1913
Great Britain...	\$2,264,732	\$2,030,563	\$2,254,643
Austria.....	643,423	606,686	654,532
France.....	1,520,933	1,302,917	1,691,340
Germany.....	4,216,293	3,703,603	3,696,171
Japan.....	1,178,787	1,127,716	1,300,481
Other Countries	330,454	274,362	309,223
Other Europe..			
Total.....	10,154,622	9,045,847	9,906,390

TOYS

	1912	1913
Germany.....	\$439,393	492,937
Other Countries.....	68,259	137,142
Total.....	507,652	630,079

FOR ELEVEN MONTHS ENDING NOVEMBER.

	1911	1912	1913
Germany.....	\$6,992,978	\$6,584,716	\$7,406,371
Other Countries	877,774	854,741	1,122,803
Total.....	7,870,752	7,439,457	8,529,174

GLASSWARE.

NOVEMBER		FOR ELEVEN MONTHS ENDING NOVEMBER		
1912	1913	1911	1912	1913
\$180,643	\$197,690	\$2,066,815	\$1,983,866	\$1,909,672

CHINA CLAY.

NOVEMBER		FOR ELEVEN MONTHS ENDING NOVEMBER		
1912	1913	1911	1912	1913
\$80,494	\$163,425	\$1,346,795	\$1,460,332	\$1,463,731

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

NOVEMBER		FOR ELEVEN MONTHS ENDING NOVEMBER		
1912	1913	1911	1912	1913
\$44,318	\$88,383	\$662,383	\$603,826	\$714,265

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

With so much talk about the tariff making reductions in costs, the pottery manufacturers say that imported china clay is costing them twenty-five cents more per ton now than under the old schedule. This of course has increased the cost of manufacturing just that much. The new schedule on imported ware has not caused a decrease in the sale of American goods, and every pottery in the Western territory is working to capacity. General selling conditions were never better than now. The dealers want goods, and some very liberal contracts have been placed here during the past three weeks.

When the independent packets, "Joe Fowler" and "Queens City," owned by the Ohio and Mississippi Navigation Co., leave Pittsburgh for the New Orleans Mardi Gras Feb. 13 large shipments of ware will be taken on here for all lower Mississippi River points. At Wheeling and Moundsville, W. Va., they will also take on thousands of barrels of glass.

W. C. Brown, representative of the Potters' Co-Operative Co., left recently on a long Western trip with a larger line than he has heretofore carried.

T. A. McNicol, after spending a week in the Chicago district, has returned to the home office at the Dresden.

In St. Paul's Church, Council Bluffs, Iowa, recently, Harry J. Buxton, formerly foreman in the decorating department at the Sebring (O.) Pottery, was ordained by the bishop of the diocese.

While the final papers have not been signed, it is said that Will S. George, of the W. S. George Pottery Co., East Palestine, O., and Canonsburg, Pa., will take over and operate the Pennsylvania China Co., at Kittanning. Mr. George asked for \$10,000 bonus, to be paid in five annual installments of \$2,000. Everything is in readiness for the deal to go through, and it is reasonable to believe that the pottery will soon be on the active list again. The Ford City pottery, wherein

electric porcelain goods have been made, is not included in the Kittanning deal.

J. P. Curry, Eastern representative of the West End Pottery Co., who has been showing the line at the Fort Pitt Hotel, Pittsburgh, for the past month, has started out over his territory. "I am more than pleased with the business we received at the Fort Pitt, and if it is an indication of what is to follow during the balance of the year we certainly will have a busy season," said Mr. Curry.

The Smith-Phillips China Co. has just selected a new border effect for the "Princess" dinner shape, the design of which is from the pen of Arthur Mountford, one of the most noted pottery decorators in the country. Trial sheets of this decal have been put through the kilns, and the effect has been admired by all who have seen it. The pattern, however, will not be placed before the trade until July.

East side New York crockery buyers who come into this market seeking "thirds" meet with little success these days. The largest and wealthiest of this crowd who was in the district a few days ago said to the writer that the supply was getting more scarce annually, and that "R. K." had to be bought now. "There is very little in the game any more," he said.

General Manager E. E. Houghtelin, of the Paden City Pottery Company, Paden City, W. Va., last week let the contract for the construction of an additional kiln. Early in the spring the concern will be ready to work two more kilns, which will give the plant a total of five kilns. A two-story addition, 40 x 80 feet, is now being built. J. P. Randley, who represents the company in Chicago, has returned to that city after spending three weeks at the Fort Pitt Hotel exhibit.

The following buyers have been here since our last issue:

Mr. Lindner, of New York, representing the Dohrmann Commercial Agency, San Francisco.

Mr. McKenzie, of Freeze & McKenzie, Winona, Minn.

Mr. Burbank, of Burbank-Douglass Co., Portland, Me.

W.R. Dredge, Des Moines, Iowa.

Luther James, of T. M. James & Son, Kansas City, Mo.

Mr. Saviile, Jr., with the Zion Co-Operative Mercantile Co., Salt Lake City, Utah.

Joseph Moses, of the United China Co., of New Orleans, La.

Johnson Department Store, Denver, Colo.

Mr. Moulter, Freeport, Ill.

As was expected, no move was made by either manufacturers or workers to open the "Astor Wage Agreement," February 1. One manufacturer said to the writer: "Everyone appears to be content."



Contracts for the erection of a modern **Trenton, N. J.** flint and spar mill have been awarded by Thomas H. Thropp. The plot on which the factory will be built is 500 feet in length, with an average depth of 200 feet; is between the tracks of the Pennsylvania and Reading railroads and runs parallel with the Delaware and Raritan Canal.

Josiah Amisson a potter, of Lambertville, near Trenton, has discovered a process which he believes will revolutionize the manufacturing of certain forms of pottery ware. The invention which Mr. Amisson has perfected in the molding of closets and tanks, which he asserts he make in the old molding style with the use of hands and clay only. His invention, he says, will cut the cost of production.

A portion of the Mercer Pottery was badly damaged by fire last week caused by an overheated kiln. It was a three-alarm fire, and the loss is estimated at seven thousand dollars. Insured.



Potteries here are doing a nice business **Sebring, O.** and indications point to a steady run throughout the year. O. H. Sebring, has announced his intentions of adding two new kilns to the French china, as soon as weather conditions will permit. The Saxon pottery has put kilns Nos. 8 and 9 into working condition. They have not been used since the plant was built.

INVESTIGATING THE ENGLISH POTTERIES.

THE same commission that investigated the American Potteries is now in England, to examine the books of English concerns. They left here armed with letters of introduction and assurances that every courtesy and facility would be granted them that were given them in East Liverpool.

The investigation of the industry in this country

has been completed after about nine months of work, and the figures are now being tabulated by a force from the bureau of foreign and domestic commerce. It is expected, that a report on the industry in the United States will be made public within a short time.

"It is hoped that the resultant report," said Secretary Redfield, "will be an authoritative and accurate picture of the conditions in the pottery industry, informing not only to the public and Congress, but also even to those actively engaged in the industry. The work has already progressed for enough to make it seem certain that the results of the inquiry will be of great interest and of definite practical value."

SEARS-ROEBUCK'S GOOD YEAR.

THE report of Sears, Roebuck & Co., for the year ended December 31, 1913, shows net earnings of \$9,027,670 against \$8,322,611 the preceding year. After allowing 7 per cent on the preferred stock, the balance, \$8,468,317, is equal to 21.17 per cent earned on \$40,000,000 common stock. This compares with 19.34 per cent earned on the same stock the previous year.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Jan. 17, '13	Correspond- ing period 1912	Exports Jan. 1 to Jan. 17, '13	Correspond ing period 1912
Boston	177	77	222	344
New York	186	165	484	589
Baltimore	275	178	681	362
Philadelphia	80	25	156	51
New Orleans	12	10	19	64
Newport News . . . . .	....	....	....	....
San Francisco	32	50	32	52
Portland (Me.)	76	124	85	157
Galveston . . . . .	....	....	20	....
Portland (Or.) . . . . .	....	....	....	....
Inland Points . . . . .	....	33	31	38
Total	838	662	1730	1657

From the Freight and Shipping Circular of John Edwards & Co
Liverpool.

TO	Shipments week end'g Jan. 17, '14	Correspond- ing period 1913	Exports Jan. 1 to Jan. 17, '14	Correspond ing period 1913
New York	186	165	681	663
Boston	177	77	409	428
Philadelphia	80	25	164	103
Baltimore	275	178	681	362
San Francisco	32	50	72	56
New Orleans	12	10	87	64
Portland (Me.)	76	124	88	159
Galveston . . . . .	....	....	20	....
Newport News . . . . .	....	....	....	....
Portland (Or.) . . . . .	....	7	....	8
Inland Points	6	32	27	59
Total	844	668	2229	1962

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

The option of Charles A. Blanchard, of the Fort Pitt Hotel, for a 99-year lease on the German Evangelical Church property on Sixth avenue and Smithfield street has been forfeited, according to the statement in a suit filed in common pleas court in which Adolph Steding seeks to recover \$1,000 from the trustees of the church on an agreement by which he was to receive a commission of \$10,000 if the lease was taken up and \$1,000 if the option was forfeited. Blanchard posted \$10,000 as a forfeit. Steding claims that the lease has been forfeited, and says the trustees of the church refuse to give him the money. He states that Blanchard was to give \$167,000 bonus for a 99-year lease at an annual rental of \$40,000 a year.

If the promoters can secure additional funds there is a probability that Newport, Ky., will in the near future secure a big glass works. Some of the parties interested in the concern, were in Newport, looking over a site on the Licking pike. It is said the company, if it builds the plant, will employ at least 400 men.

The property at Millersburg, Ohio, formerly operated under the name and management of the Millersburg Glass Co., has been sold. It is heard indirectly that this plant, while not bought by any one now interested in the glass business will sooner or later, be operated but no one in the district knows what lines will be made.

Frank E. Freese, has again become identified with the United States Glass Co. as one of the district managers.

John Yeager, secretary-treasurer, of the Central Glass Co., Wheeling, W. Va., spent a brief season at the Fort Pitt, last week.

The annual meeting of stockholders of the Imperial glass works was held in the office of the company at Bellaire, O., last week. The old board of directors was re-elected, and W. F. Stifel was elected to fill the vacancy caused by the death of the late J. N. Vance, of Wheeling. The report for the year's work was read and disclosing the business during the fiscal year to have

been very good. The directors elected are L. E. Sands, Frank Huffman, D. H. Dwight, V. G. Wicke, J. F. Anderson, A. T. Muhleman, Charles Meyers and W. F. Stifel. The officers will be elected at a meeting of the directors to be held soon.

An application will be made at Harrisburg, Pa., February 16th, for a charter for Ludwig Hommel & Co., of this city. The incorporators are: Ludwig Hommel, W. F. Stadlander and Robert T. Houlden. The purposes of this company is to manufacture, buy and sell lighting and glass fixtures.

Plans are well under way for the remodeling of the old Century Glass Works, at Bellaire, O., which will soon be converted into an ice and storage plant, to be operated by the Koehnlein Ice and Storage company, of Bellaire, which was recently incorporated at Columbus.

The trade in general will be pained to hear of the serious illness of W. H. Cassell, of the executive department of the Central Glass Co., of Wheeling, W. Va. A few days after Mr. Cassell's return from attending the banquet at the Fort Pitt, early in January, he took to his bed at the home of his mother, and is now under the careful attention of trained nurses.

The United States Glass Co., has recently created a "kitchen set assortment," composed of eight items, which are packed in a carton. The set as a whole, is the most useful assortment of kitchen articles ever offered, and is composed of a kitchen salt shaker; fruit jar filler, sugar shaker, glass rolling pin with wooden handle; 16-oz. graduate kitchen measuring pitcher; small 6-oz. funnel and a solid graduating measuring cup. A wooden crate holds one dozen cartons.

Now that the 1914 Glass Exhibit has closed, quite a number of the exhibitors, who were on the sixth floor at the Fort Pitt, will be found on the seventh floor next season. Reservations have been made. Among them are the Paden City Pottery Co.; Deidrick Glass Co.; Co-operative Flint Glass Co.; Northwood & Co.; Economy Tumbler Co.; Indiana Glass Co., and Star Glass Co. Most every one on the seventh floor this

year signified their intention of having the same suite next January.

Judging from actual demonstrations, the lead blown tumblers of the Cambridge Glass Co. will stand some hard knocks without breaking. For sake of illustration, three tumblers were taken from the exhibit shelf, at the Fort Pitt, thrown against the wall, a distance of forty feet, without a tumbler cracking.

A. H. McAnulty, formerly buyer for Hollweg & Reese, of Indianapolis, was at the Ft. Pitt, during the early part of the week. He is now located at New York, and in business for himself.

George H. Sylvia, representing the Pairpoint Corporation, was showing a long line of this firm's creations at the Fort Pitt Hotel this week.

J. C. Davis, of the Trenle China Co., of East Liverpool, O., stopped here Tuesday, on his way to the West.

W. S. George, of the W. S. George Pottery Co., of East Palestine, O., was in Pittsburgh Tuesday.

L. P. Martin, of the Lancaster Glass Co., Lancaster, O., closed the exhibit of the concern at the Fort Pitt Hotel, Wednesday afternoon, and left for New York City. He will remain there a few days, and then continue into the West and South.

Joseph Gillhooley of Grafton, W. Va., national organizer of the American Flint Glass Workers' Union, and 22 members of Local No. 122 are co-defendants in a suit filed in the United States court in Columbus, O., by the Federal Glass Co., seeking to restrain members of the union from interfering with the operation of the plant.

Among the buyers here since the last issue of the Journal were:

Lee Richards, with Hale Bros, San Francisco, Cal.
Charles H Becker, of Becker & Hazelton Co, Dubuque, Iowa.
Joseph Moses, of the United China Co, New Orleans, La.
Mr Roundtree, of Roundtree, Weisenhorn Co, Quincy, Ill.

BILL TO PROTECT DESIGNS.

THE National Registration League and the Federation of Trade Press Associations of the United States, in order to provide adequate protection at a low fee for American manufacturers against piracy of their best patterns, have succeeded in introducing a bill in Congress.

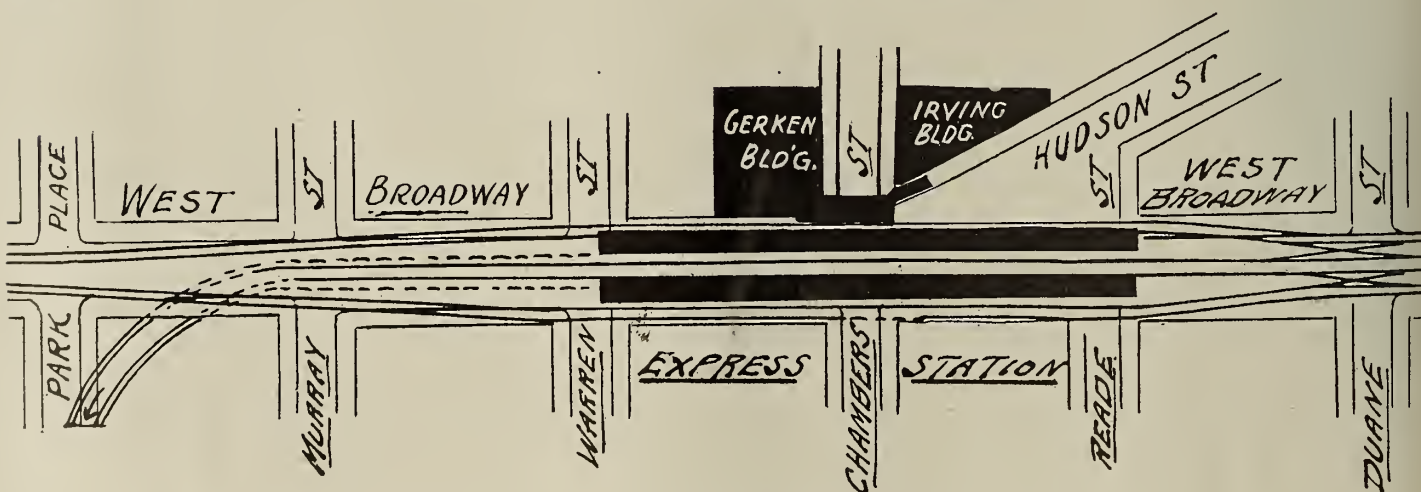
The bill provides for the registration of designs for all classes of manufactured products without examination save that necessary to insure that the papers are made out in the proper form. In case of litigation this registration will be accepted as proof of priority. The bill also provides for an examination to determine that the design which is to be registered is not for purposes contrary to public policies.

It provides that a design may be registered for a period of three years at a cost of \$1, ten years for \$10 and twenty years for \$30. A registration for either of the shorter terms may be extended to either of the longer at any time before the expiration of the original registration period. Designs are defined as applied to or embodied in a specific product. It permits a design embodied in one product to be registered when applying to another product—that is, it will permit registration of a design used in making lace that has already been used in making silk and registered by a silk manufacturer. In this it differs materially from the present patent laws, and as commercial designs cannot be copyrighted the bill provides for the only flexible system of protection that can be utilized in this country.

The administrative features of the bill are said to be very simple. One of the best features of the bill is that it will provide for immediate registration and protection—a thing heretofore impossible to obtained in this country.

STILL IN BUSINESS.

THE Imperial Art Ware Co. has not been discontinued as was reported last week, but has been reorganized and incorporated with Max Lander, president and David M. Mintz, treasurer. Walter Hildenbrand is no longer with the concern.



Where the main express station of the new Seventh Avenue Subway will be located.

IMPORTS AT NEW YORK.

Importing to China, Crockery, Glass, etc., for the week ending February 8, 1914.

ANTWERP		
99 packages glassware.....	B Gunthel	
20 " "	Geo Borgfeldt & Co	
15 " "	Graham & Zenger	
12 " "	Miscellaneous Orders	
2 " chinaware.....	Strobel & Wilken Co	
1 " earthenware	Bawo & Dotter	
51 " "	F W Woolworth	
5 " "	L D Bloch & Co	
31 " "	L Straus & Sons	
4 " "	Strobel & Wilken Co	
10 " "	Miscellaneous Orders	
8 " toys.....	Strobel & Wilken Co	
32 " "	Miscellaneous Orders	

BREMER		
26 packages chinaware.....	Strobel & Wilken Co	
8 " glassware.....	" "	
87 " toys	" "	

HAMBURG		
46 packages glassware.....	Fensterer & Ruhe	
2 " "	W H Plummer	
17 " "	W R Noe & Sons	
28 " "	Bawo & Dotter	
34 " "	F W Woolworth & Co	
93 " "	L Straus & Sons	
54 " "	Lazarus & Rosenfeld	
4 " "	Strobel & Wilken Co	
321 " "	Miscellaneous Orders	
18 " earthenware.	Herman C Kupper	
11 " "	Graham & Zenger	
20 " "	F Bing & Co	
8 " "	Koscherak Bros	
22 " "	O Goetz	
44 " "	Lazarus & Rosenfeld	
14 " "	J Palme	
25 " "	Bawo & Dotter	
22 " "	L D Bloch & Co	
115 " "	L Straus & Sons	
306 " "	Miscellaneous Orders	
36 " chinaware.....	Strobel & Wilken Co	
108 " toys.....	B Illfelder & Co	
6 " "	Bawo & Dotter	
187 " "	F W Woolworth	
61 " "	Strobel & Wilken Co	
544 " "	Miscellaneous Orders	

LIVERPOOL		
34 packages earthenware.....	W S Pitcairn	
9 " "	Fondeville & Van Iderstine	
20 " "	Maddock & Mills	
8 " "	W H Plummer	
21 " "	Haviland & Abbot Co	
25 " "	A G Moment	
1 " "	L Straus & Sons	
5 " "	Geo Borgfeldt & Co	
26 " "	Meakin & Ridgway	
10 " "	H C Edmiston	
12 " "	E Boote	
16 " "	Miscellaneous Orders	
17 " toys.....	Strobel & Wilken Co	

GLASGOW		
9 packages glassware.....	H A Rogers & Co	

ROTTERDAM		
48 packages earthenware	L Straus & Sons	
2 " "	L D Bloch & Co	
42 " "	Lazarus & Rosenfeld	
89 " toys.....	Geo Borgfeldt & Co	
17 " "	F A O Schwartz	
18 " "	Miscellaneous Orders	

TRIESTE		
100 packages glassware.....	L Straus & Sons	
44 " "	F W Woolworth	

IMPORTS AT PORT OF BOSTON

LIVERPOOL		
73 packages earthenware.....	Jones, McDuffee & Stratton Co	
10 " "	Mitchell Woodbury & Co	
6 " "	The Rowland & Marcellus Co	
16 " "	W N Proctor & Co	
1 " "	American Express Co	
3 " "	G F Bassett & Co	
14 " "	Miscellaneous Orders	

HAMBURG		
4 packages chinaware.....	Strobel & Wilken Co	
13 " toys	" "	

ANTWERP		
16 packages earthenware.....	Jones, McDuffee & Stratton Co	
20 " "	First National Bank	
11 " "	American Express Co	
20 " "	F W Woolworth	
10 " "	Miscellaneous Orders	

AN IDEA THAT WILL MAKE A HIT.

WHEN a couple marry that means a new home to be supplied with merchandise, As a rule, within a reasonable length of time newly-married couples have babies. The new baby is a wonderful thing—to them the grandest and most wonderful in all the world. Some day that baby will grow up and be a customer of somebody's store, says the "Dry Goods Reporter."

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

SITUATIONS WANTED.

BUYER OR ASSISTANT BUYER EXPERIENCED IN CROCKERY, GLASS, LAMPS AND HOUSE-FURNISHINGS, FAMILIAR WITH FIRST-CLASS DEPARTMENT STORE METHODS. ACTIVE AND A REAL WORKER IN BUILDING UP BUSINESS. NOW EMPLOYED IN NEW YORK, PREFERS TO LOCATE IN NORTHWEST. THIRTY-FIVE YEARS OLD AND SINGLE. WILL START ON SMALL SALARY. ADDRESS WESTERN, BOX 893, THIS OFFICE.

AVENIR LIMOGES CHINA

F. W. JENKINS & Co.

The Hall Building
Springfield
Massachusetts

Park Avenue Hotel
New York
until Feb. 14

Start it young in the way it should go towards your store.

And in starting baby towards your emporium, you will also bring father and mother.

Send out a postal card to every name in your district stating that you will present every baby born in the county during the year with a solid gold ring.

Shortly after baby is born mother will drop into your store to inquire about the offer. The necessary instructions about finger measurements should be given, and again mother comes back with the correct measurement to get the ring.

Later father and mother will bring baby into the store wearing its new ring and best dress, to show the darling off. That's three times the ring gift will bring the customer into your store; and if you don't make that customer permanent it is your fault.

You should have a small stock of rings of about a dozen varieties with which to fill these orders. And be sure to give only solid gold ones; they are not expensive.

Of course old customers will have babies, too, and this will be a grand aid in holding their trade.

The mother will keep this gold ring for years and it will continuously serve as a favorable reminder of your store.



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CROCKERY and GLASS JOURNAL

NEW YORK, FEB. 12, 1914.

THE CONDITION OF BUSINESS.

New York The buyers are here. They began to come in early in the week and are now present in their usual force. There is no gainsaying the fact that stocks are exceedingly light and buyers realize it. There is no disposition to plunge, but there is a disposition to take liberally. One little drawback in taking on new dinnerware patterns is the fact that unmatched stocks must be made good and it takes a lot to do this. It is noticed that while what are properly called fancy goods are only selling on about the same plane as last year there is a decided disposition to increase the purchase in fancy short lines. Dinnerware of course is going to be the main feature this year as it has been for so long and the demand is good.

Nearly all the travelers who were out on preliminary scouting trips are back. With few exceptions they report trade excellent. Few of them took lines of samples as their new goods were not ready when they left.

It is gratifying to learn that New England has been doing better in the last week or ten days, the Southwest has been particularly good.

The retail trade in this city was a little better than it has been and when the February sales are on, prospects are that a large volume of ware will be moved. As was started last week the one uptown house which started a sale met with gratifying success. The country retail trade is normal or a little above. And there seems to be an improvement in the larger places.

Our reports of the imports published last week showed some surprising figures. In the eleven months ending December Great Britain increased over \$200,000, Germany and Austria combined show a loss of \$400.

France shows a gain of nearly \$300,000, Japan shows a gain of nearly \$73,000. These figures are surprising because it was generally supposed that business was not as good as the year before although we have been preaching constantly to the contrary.

Prospects are brightening every day and unless some calamity occurs 1914 is going to be a good year for the crockery trade.

A gratifying feature in buying this year is the disposition to look more at the quality of goods than merely the price. There is not so much asking "what have you that I can retail for a dollar" as has been the case for two or three seasons past. Now if good values are shown the goods are bought on the merit of the ware, and right in line with that idea it may be said that the displays this year are so good in quality and pretty in decoration that buyers do not hesitate to purchase.

Pittsburgh and Vicinity

Glass manufacturers continue to report a favorable volume of business, which is in keeping with the orders placed during the January exhibit. Most of the salesmen from the different factories are now on the road.

East Liverpool and Vicinity

The most optimistic views concerning the future of local pottery conditions are expressed by all manufacturers in this district, the orders are being received in greater volume than was anticipated. Jobbers are ordering on a liberal scale, while salesmen are also sending in excellent business.

SAN FRANCISCO AND THE COAST.

WHOLESALE and retailers of crockery and glassware, report more life in business the past week than for some time. The wholesalers are still getting in new samples, and the retail trade has inaugurated its annual February household sales for which extensive preparations were made.

* *

Marsh & Kidd have just received samples of the additional numbers of the Duncan & Miller Glass Co.'s new "83" pattern.

* *

E. S. Berdine, coast manager for the Gleason-Tiebout Glass Co., with headquarters at 607 Mission street, expects a visit shortly from Mr. Gleason of the firm.

* *

Sylvester A. Baker, coast representative of the Macbeth-Evans Glass Co., has just returned from a trip as far as San Diego, and expects to leave for the North the end of the week.

*

Geo. A. Boomer, local manager for the Plume and Atwood Mfg. Co., left a few days ago for the Northwest.

* *

Coast manager F. M. Dunn, of the United States Glass Co., expects to call on the trade in the Sacramento Valley the end of the week. He has his samples complete for 1914 and says the new patterns are taking very well.

* *

Julius Himmelstern, of Himmelstern Bros., is back at his desk.

* *

A. W. Pike left here February 1 for New York en route to Europe.

* *

A. B. Morris, traveler for the cut glass and silverware department of the A. W. Pike Co., is calling on the trade in the Northwest.

* *

J. Breuner, the new manager of the local branch of Bawo & Dotter, has just returned from New York, and his samples of china, cut glass, toys and household goods, are coming in rapidly.

* *

Word has been received here that C. O. Cheney will call on the trade about February 12th in the interests of the Libbey Cut Glass Co.

* *

H. J. Gute, western representative of the Manning-Bowman Co., expects to leave for the Northwest this week.

* *

Geo. W. Bochman is making his southern trip in the interest of the Fostoria Glass Co.

* *

A. A. Otte, coast representative of the Pittsburgh Lamp, Brass and Glass Co., returned the first of the

week from a trip over the northern and eastern portions of his territory. Clifton Lewis, his assistant, has just left on his regular trip.

* *

M. M. Brown, of Chas. Brown & Sons, is a member of the new executive committee of the retail trade committee of the San Francisco Chamber of Commerce, which was organized the past week for the ensuing year.

* *

G. F. Ghisi, buyer of art and fancy goods for S. Nordlinger & Sons, Los Angeles, left the latter part of January for Europe.

* *

W. E. Graves, coast manager for the Pairpoint Corporation, is calling on the trade in Southern California.

* *

W. C. Heffelfinger, sales manager for A. Hamburger & Sons, Los Angeles, has just returned from an extended trip through the East.

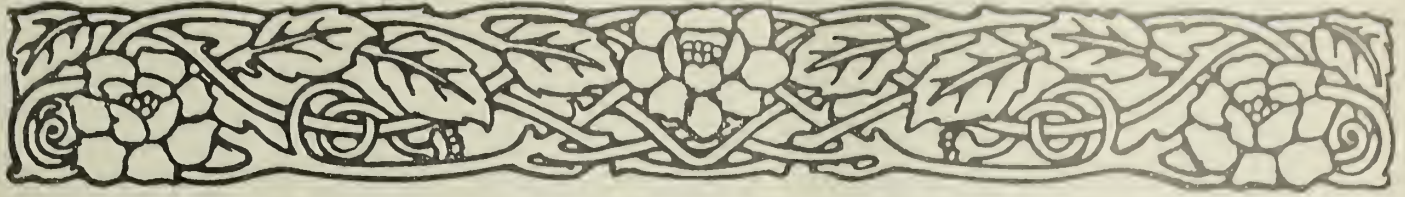
SIEGEL TO PAY THIRTY CENTS.

A FORMAL order of a cash payment of thirty cents on the dollar and notes covering five years for balance of the money due the depositors of the failed bank of Henry Siegel & Co. was made last Thursday by Henry Siegel and Frank E. Vogel, through their attorneys, to a meeting of depositors. The announcement of thirty per cent cash to be distributed almost immediately was received with cheers. Less welcome, however, was the proposal of payment of the balance of the depositors' claims in five years. Many insisted two years was an ample maximum to allow the bankers to repay them, and when the meeting was adjourned Mr. Munch notified Coudert Brothers that the depositors would under no circumstances accede to the proposition for a repayment of the balance in five years.

LIVERPOOL EXPORTS.

From the Freight and Shipping Circular of John Edwards & Co Liverpool.

TO	Shipments week end'g Jan. 21, '14	Correspond ing period 1913	Exports Jan 1 to Jan. 24, '14	Correspond ing period 1913
New York	120	134	801	707
Boston	34	127	443	555
Philadelphia. ...	18	145	182	308
Baltimore	160	322	841	684
San Francisco .	....	....	72	56
New Orleans ..	49	....	136	64
Portland (Me.).	129	360	287	519
Galveston .....	....	....	29	....
Newport News ..	....	....	....	....
Portland (Or.) ..	...	19	....	27
Inland Ports ..	....	28	27	87
Total	580	1135	2809	3097



ANNUAL BANQUET OF THE POTTERY, GLASS AND BRASS SALESMEN'S ASSOCIATION.

A Large Attendance of Prominent Men in Trade. It was the Best of the Long Series.

THE twenty-second annual banquet of the Pottery, Glass and Brass Salesman's Association was held at the Hotel Astor on Monday night. It was the same old joyous time with new features enough to make it just a little different from the others. An hour before the dinner was ready the boys began to gather until when the dining room was opened there were 256 present. It was a goodly sight to see these men together. As is usual some of them had not met since the last banquet. Here was one busily talking, when his eye catches sight of an old friend. Breaking away he rushes across the room. Before he reaches the man he has been recognized. Hands are extended, meet in a warm clasp while eye meets eye. Then comes "I am glad to see you old boy, how are you?" Back comes "I am glad to see you old man." If you think you see signs of moisture in those eyes you are not mistaken. A year or more has passed since two old friends have met and if there is a little sentiment at that moment be thankful for it. Friendships are great and among our dearest possessions. For a little while here business is for gotten; yesterday it was a play of wits to get an order, to-night it is shoulder to shoulder for pleasure.

It was 8:15 before a move was made toward the dining room. It was hard to get the guests started as they lingered to talk over old times, when, however all were at their places the spectacle was a pleasing one.

The tables were prettily arranged and decorated with American beauty roses, American flags were hung about the speakers table and red shades on the candles gave a pretty touch of color. Before the diners were seated all joined in singing America.

Those at the various table were:

Carl F. Prosch
R. E. L. Wells
Hon. Jos Taggart
Pres. E. F. Anderson
Hon. Fredk. W. Donnelly
John J. Miller
A. A. Bean
B. O. Lord
Wm. Kinghorn
Geo. Van Sickle
John Beiswanger
L. S. Miller
Carl Heyman
J. F. O'Gorman
Dr. M. F. O'Shea
D. J. Wagner
P. H. Goodsell
H. R. Handy

Frank C. Berry
Jacques Bernardaud
Louis Cruveilhaer
Herman C. Kupper
Leonard Stock
John Nixon
Thos. Shotton
J. Duff
P. Duffy
T. Pitt
L. Levien
Rev. James Brown
Chas. Himmel
W. D. Dougherty
P. J. Duffey
Geo. B. Jones
Henry Merrill
A. W. Naylor

Henry Endemann
Frank H. Rube
Julius Rosenfeld
Carl Baumgard
Henry Witte
Wm. Mulvaney
Fred Herr
A. J. Brech
C. Mittelkauf
C. S. Lemcke
Henry Gluth
Wm. H. Schreiber
C. Hauser
Chas. P. Schuller
S. Anderson
L. Lankas
H. C. Bedlington
E. T. Bennett
E. R. Thieler
J. Patterson
S. Soelberg
Burt Day
A. N. McKay
W. J. Straub
Geo. C. Roantree
Geo. Babbler
W. H. Waywood
H. S. Mirrieles
Albert E. Greene
J. Edgar Lewis
W. Milton Rogers
C. S. Ellen
L. S. Hinman
Gerard S. Bryce
Lee Schoenthal
J. Duncan Ditridge
W. P. Graham
John E. Plummer
Harry S. Clarke
E. Von Poschinger
Chas. Christensen
A. H. Peardon
F. H. Pfeiffer
C. L. Forster
Geo. S. Miller
John Davidson
John A. Davidson
James Davidson
Arthur V. Rose
E. A. Ernst
R. Goodwin
H. P. Muirheid
W. S. Pitcairn
Leo Helzel
R. A. Brown
H. A. Rhodes
J. Friedlein
J. Hurd
C. F. McGee
Ed. Rhodes
A. Gaspar
W. Q. Wilcox
C. S. Dennis
R. Slimmon
J. Burroughs
E. Wanzer
R. Heideck
A. Dorner
C. M. Brooks
Geo. Hamilton
J. Guy Hawthorne
W. C. Lynch

Silas Ichenhauser
W. A. Maurer
I. G. A. Fisher
Crawford James
E. J. Johnson
John McClellan
Geo. H. Bowman
H. F. Osborne
Geo. Higginson
M. K. Lindner
C. H. Becker
F. C. Brey
Henry Luniak
Scott J. Curtney
A. C. Whitner
G. A. Abell
H. Stuttenheim
K. Lockitt
Chas. Mahlan
M. F. Plage
Lee Kohns
F. Siegel
O. W. Clifford
Julius Straus
D. E. Healy
Howard Clark
S. B. Weller
A. G. Stier
Leon Sultan
Geo. Nixon
Chas. Beltranini
Louis Hinrichs
W. P. Garvin
A. H. McAnulty
T. F. Tunstall
Marc T. Lester
Robt. M. Asher
Thos. E. Lester
E. H. Bennett
H. C. Gray
D. C. Tracy
G. J. Pfeiffer
Carl Sollmann
Geo. Kindt
H. S. Pitman
E. W. Hammond
Oscar W. Fox
C. P. Baumgartner
F. C. Groh
Henry Creange
Gaston Weinstein
J. F. Rant
Henry F. Wolfe
Charles Weiss
Alfred G. Moment
E. T. W. Craig
Frank Challinor
H. L. Bunker
D. King Irwin
Jesse Birn
John V. Storck
L. D. Seixas
Rudolph Glazer
S. Herbert
Edw. Hamblin
M. Herbert
S. Neuwith
J. H. Harris
Harry T. Broden
B. Rosenfeld
Geo. W. Browniey
B. Tomby

Oscar Eckland
J. D. Bergen
Tracy Bergen
H. F. Mackenzie
P. B. Peterson
F. P. Boyland
Arthur L. Blackmer
Homer D. Carey
Clarence D. Vail
C. W. Milligan
Herman Kaslins
Thos. G. Jones
Arthur Peterson
P. L. Penn
J. E. McCauley
S. L. Ehrlich
R. S. Plowman
F. J. Bang
David Heller
Geo. Sailer
L. W. Clarke
W. F. Rode
C. P. Holland
J. Meredith Miller
Geo. M. Abbot
Wm. A. De Mars
Albert G. Keinath
J. Jos. Snyder
Lambert Dorflinger
M. Preston Plumb
A. H. Burton
A. M. Morgan

Frank Gable
J. K. Wilson
Robt. T. Rodger
A. J. Fondeville
H. Van Iderstine
Edward Butler
F. L. Van Deman
E. J. Touhill
Herman Henjes
O. L. Sutherland
David Littlejohn
Ernest Waeldin
Robert Abel
C. N. Stafford
Frank Leffler
C. W. Sprowls
John J. Hines
E. W. King
E. J. Ridgway
J. H. Venon
Chas. Cardon
Phil. J. Chisi
Norman C. Walker
Alex. W. Mackenzie
E. Rood
W. Kenner
J. J. Ullrich
Geo. M. Jaques
F. C. Demorest
A. V. Ansel
F. J. Turner
C. G. Allgace

MENU.

Huitres de Cape Cod
Tortue verte a l'Anglaise
Olives Celeri Radis Amandes Salees
Supreme de Sole saute, Bergere
Mignons d'Agneau de printemps, Havanaise
Pimentos farcis Haricots verts aux fines herbes
Ris de Veau gratines a la Reine
Sorbet Grand Marnier
Pluviers rotis, gelee d'airelles
Salade de Saison
Glaces Dutchesse
Friandises Fruits assortis
Cafe Noir

ADDRESS OF THE PRESIDENT.

Fellow members of the Pottery, Glass and Brass Association, and guests: It is with a great deal of pleasure that I greet you to-night for I have only just been elected to the presidency of this Association.

I have been president of the Crockery Board of Trade, of political clubs and various other bodies, but I consider this the greatest honor, as it comes direct by votes of four hundred and seventeen young men asking me to be their leader, and this to an old has-been like me makes me feel that I am one of you and that I am not so old as I look or thought I was, and it makes me feel like a three-year-old. It is a great thing to be associated with young men; it makes an old one sit up and take notice, and even if you put in kicks against the administration headed by me, it is still a good thing.

It shows where we are wrong and need correction. Kicks keep a man alive; it is like the story that Mark Twain told about fleas. He said fleas are a good thing for dogs; they keep the dog lively and do not let him forget he is a dog.

But I do not expect you to kick all the time. Sometimes I want a few compliments, and these help along and encourage us in well doing.

Don't be a knocker; be a booster; and incidentally I might say that this is a good time to call your attention to a few facts.

Now, in electing me for president, you are responsible for it. You have put me up on a pedestal, as it were, are you going to leave me away up there, out in the cold—what do they call it?—pedestal of publicity—I believe that is what Mr. Wilson calls it.

At any rate, what I want is your help. I want you to help in every possible way that you can to keep this As-

sociation up to the high standard in which it was left by Mr. Magee. There are others, for instance, Mr. Pitcairn, Mr. Wells and old Endemann.

Now, every one of these men have had from 107 to 126 new members added during the first year they were in office. What I want to know is, what the 417 friends of mine who elected me to the presidency of this Association are going to do for me and this Association in the future. Are you going to leave an old man out in the cold, cold world, or are you going to make his administration the best one of the whole lot?

If we can have the membership brought up to one thousand—I believe it is now 956 or 958, or approximately that number—I would like to have the honor of bringing it up to 1,100 members. I think I have the right to call on the men who elected me to this position, and if you fall down, that is what you will get and deserve for putting an old man at the top.

What I want you to remember is, to build up the Association. Those of you who have been members of the Board of Trustees have known many instances where a



E. F. ANDERSON.

little intelligent thought has done an immense amount of good.

We must have new blood and young blood into the Association to build it up. You will probably see a good many of your friends to-night that are not members, close them right up to-night. Every man who has got a five dollar bill in his pocket and who does not belong to the Association will find application blanks at his plate. We will be glad to have him join our Association.

I want to know from you if you are going to stand by me and the Association with the view of making the old man's administration the best of the whole lot?

Now, I will drop the subject of being president and will assume the role of toastmaster, and I have made a few rules to go by.

First: The Toastmaster should not be the whole thing. Sometimes he thinks he is, but he isn't.

Second: The Toastmaster should under no circumstances deliver the speaker's speech in introducing him.

Third: The Toastmaster should not tell every known story in introducing the speakers. He should leave a few for him to tell. I won't tell any.

Fourth: The Toastmaster, after a speaker is all



Twenty-second Annual Banquet of the Pottery, Glass and Brass Salesmen's Association at the Hotel Astor, February 9, 1914.

through, shouldn't repeat the speech in order to show his approval.

Fifth: The Toastmaster should try to make the speakers feel at home, and if you don't behave nicely and ladylike they will feel that they will wish they were home.

Sixth: The Toastmaster is authorized to kill a speaker who takes more than two hours' time, an hour and a half is the limit, and some speakers can say some good things in fifteen or twenty minutes.

Seventh: The Toastmaster must please everybody, offending nobody.

Eighth: The Toastmaster must keep sober. This is the one serious drawback to the job.

Now, gentlemen, before we proceed further, I would like to call for a rising toast to those who have gone before.

(A rising toast was drunk to the departed.)

MR. ANDERSON: Now, gentlemen, a toast to the President of the United States.

(A toast was drunk to the President of the United States, as requested.)

MR. ANDERSON: Now, gentlemen, our next speaker will be the Honorable Frederick W. Donnelly. His father was in pottery and he went into other lines, and his illustrious son here this evening, and as a potter could not be made of him, the people of Trenton, recognizing him for what he was, made him their Mayor.

He proposed to use his influence and worked night and day to have a canal run all the way from New York down the coast.

I now take great pleasure in introducing to you, the Honorable Frederick W. Donnelly, Mayor of Trenton.

MAYOR DONNELLY'S SPEECH.

Mr. Toastmaster, and Gentlemen: As long as the Bishop of New York is not here, I want to say that this is an awkward place for a reform mayor to be present.

I want it distinctly understood before I commence, however serious I may become before I get through, that it is very difficult, a difficult problem for me to assume the role of being serious minded with traveling men, because I spent eleven or twelve years of my life as one of the Knights of the Road in selling American products. But I lost that job, and I got this new job; and I do not know whether I like it or not. But it is a pretty hard task for a Mayor of a comparatively small city out in New Jersey to come over to this great metropolis and talk to you great business men on such a subject as the "Progress of the Age." Now, what that means I don't know, but I will try and get away with it.

I bring a message of progress to-night.

I could tell you a funny story, but I hate to tell a funny story in the presence of a traveling man. They know them all. Nothing is new to them. I am studying good government, progress, good citizenship and civic pride.

I expect to speak of Trenton and its progress and its industries; its past, its present and its future; but I see only two or three faces among this audience to-night that I recognize, therefore I feel at liberty to go the limit and that there will be nobody that will attempt to criticise very much I say.

I come from a city that made this country possible. Delaware Indians came to Trenton and settled at Trenton Falls, where the first pottery was made by them.

They were not the only progressive people—there are a lot of Indians in Trenton to-day—but we have grown from a small community, built up of English, Germans and various other nationalities.

The coming of the French and the Indians to Trenton was a turning point in the affairs of this country; with the coming of Washington to Trenton and the disbanding of the Hessians came other great events. We have

grown from a small community, a mere handful of people, from those progressive Indians who manufactured pottery, into the thriving city of Trenton, New Jersey.

From this small village we see for ourselves a great community producing some \$70,000,000 annually; producing, if you please, not only rubber, mechanical and otherwise, the wire through which all telephone and telegraph messages, as well as the trolley companies' wires—and wire pulling. I come from the city that is producing the greatest amount of pottery that is brought forth in this American Republic. We have struggled along under handicaps. We are proud of the fact that we have originated and initiated history-making conditions in the pottery industry.

We have probably not reigned supreme in some branches of the trade, but we have done the best that we could under conditions, under the leadership of business men who have struggled under great adverse circumstances and conditions, to make the American product possible; we may or may not have accomplished all that we would have accomplished for crockery and tableware, but when it comes to bathtubs and wash basins, we reign supreme.

But, my message to-night is not one of pottery, crockery, or brass; it is one of the progress of the age; and we are solving a great problem, the problem of municipal government, of getting our house in order, of getting the biggest business to be got in any community in good shape; we are endeavoring to do away with the degenerate political system which has not been able to meet the demands of modern ideas.

Mr. Donnelly then proceeded at some length to explain what Trenton had done under the commission government to reduce the floated indebtedness of nearly a million dollars and how they had succeeded in collecting nearly all the taxes. And this was done by a commission form of government which consisted of three Democrats and two Republicans, who had never voted on party lines since they had been together. They had made "Efficiency" the watchword and "Economy" the slogan. They had initiated legislation that had equalized conditions not only for New Jersey, but the entire country, and it was through them that the Employer's Liability Act had been promulgated and that they had expanded to a state which reached Lincoln's ideal of government—"by the people and for the people." He spoke of the assets of the State claiming that New Jersey had as much in the way of minerals, farms and good roads as any place in the country. It had the ablest men and the best people; it was an ideal place for a residence, and spoke of the waterfront and went in at some length to explain what they were doing about making an inland water course from New York to Florida. He referred again later on to the important characteristics of the commission plan as has been adapted in American cities and the method of electing that commission.

MR. ANDERSON: Gentlemen, we have a man here this evening who learned his business on the other side, and he came over here and has accomplished things that are a credit to everyone in the glass trade—he decorates our trade somewhat, and he evolves things that are a credit to everybody that is connected with our business; and I take a great deal of pleasure in introducing you, now, to Mr. Carl F. Prosch.

Gentlemen: I have no other claim to the distinction of being allowed to address you to-night than the fact that I am one of you, neither hired nor talented.

I am not a charter member, nor would I brag that I am the man who put the "Ass" into this Association by joining it, but I have been with you a long time.

I believe I was one of the causes of forming this organization. When a Salesman died, in 1892, a hat was passed for contributions towards the expense of his funeral. About that time a hat had also been passed in

the old Barclay Street store where I worked for my benefit; not to defray the expenses of my funeral, I am glad to say, but to buy a delayed wedding present for my wife and myself in the form of a baby carriage for twins. The boys did that because they liked me, I presume, and also because the birth of twins to a clerk who gets twelve dollars a week is a source of amusement to the disinterested spectator.

That the Pottery, Glass and Brass Salesmen's Association, which was the result, is a success you can see by looking around here to-night. The payments to the families of the deceased have been faithfully made, but the obligation to buy baby carriages for twins born to members has not been incorporated in the by-laws, and I don't care because I am not running in that class any longer, and the younger men can have the constitution and by-laws amended if they feel a need for doing so.

If any are here to-night who have helped to buy that baby carriage I wish to thank them again and tell them



CARL F. PROSCH.

that they have not wasted their money, the girls who had the use of it have grown up into good-looking young women.

I have been in the china and glass business almost thirty years and was imported to this country by Bawo & Dotter, from their factories in Europe. This importation forms the basis of the government's suit against them for undervaluation, because neither they nor anybody else have ever appraised correctly my true value.

Years ago in the old Barclay Street store we were many foreigners who had lately arrived, not all born in the same county of Ireland, where I come from. We sold goods and murdered the language.

The buyers from all over the country came to the store as much to hear us talk as to buy goods because Prosch and Perlmutter were not on the stage at that time.

One of the difficulties of the English language is to know when a phrase is meant literally and when metaphorically.

Words pronounced alike but of difference meanings are a source of confusion to the foreigner. An old German who works for me in Honesdale was struck down by an automobile, and in the impact with the ground the end of his spine was hurt. When he was out of bed again friends called on him, and so did I. They were drinking beer around a table and the patient was sitting on a

circular fashion which looked like a life preserver. I shook hands with him and he said: "Excuse me, boss, if I do not get up, consider that this is my weak end party." (Laughter.)

Words do not always mean what foreigners expect them to mean, according to literal translation. That same man's wife went into a store in Honesdale and asked for sweaters. She was shown a fine assortment, but could not be suited because she wanted dress shields, which I will say a few words.

Having been on the road myself I know that it is not a salesman's lot to spend the firm's money with grace and dignity and to accept, with condescension, the orders crowded on him by eager buyers.

But cherish the thought that even a china and glass salesman is one of God's creatures, though you may have doubted this in moments of depression when out with ten or more trunks full of beautiful things among people who were not over anxious to look at them. (Laughter.)

It is to me not faith or belief but intuitive knowledge of truth verified by experience, that we are granted the fulfillment of our ambitions in such measure as we deserve, and we deserve largely in accordance with the motives of our ambitions.

Approach the buyer in the firm conviction that you do it for his good and be tolerant and forgiving if he refuses your help.

You may offer goods for sale in the desire to get or to give, only if the latter is your case will you fully succeed.

MR. ANDERSON: Gentlemen, when I was a young man I thought I could fill any position from the head of the firm down to the bottom of it. On one occasion a gentleman asked me if I was a bookkeeper and I said yes, and I was a bookkeeper for a single day, at the end of which he said if you ever come into this office again I will kill you.

I know of another instance similar to that in connection with a man that was a salesman for one day only, when he found he was being worked too hard, and then he became a lawyer, a very prominent lawyer, and he became a member of Congress; and so it goes to show how much easier it is to be those things than it is to be a salesman.

Gentleman, I now take great pleasure in introducing to you the Honorable Joseph Taggart, Congressman from the State of Kansas, who will address us.

SPEECH OF JOSEPH TAGGART.

Gentlemen, I do not know whether the Chairman intended it as a kind of a knock, but whatever his motive, I do not think he told you where I was born.

I am from Kansas, and if I ever leave there I am convinced by what has been said this evening I will remove to that terrestrial paradise called New Jersey.

There was a Kansas man that went down to the Coast of New Jersey one time, summering; and he stayed there a week or so and the Coroner out there where he lived held an inquest over his suspenders. Mosquitoes got the balance of him. (Laughter.) The moral of it is that he went to the wrong side of New Jersey. He ought to have stuck to the Delaware River.

I feel very much embarrassed in such distinguished presence. I don't know anything about pottery to amount to anything. I used to handle glassware.

But I have reformed, there don't seem to be much in glass anyhow, and I am almost afraid to tell you about the one day I was a salesman. I have tried to forget that ever since, and I could not. I will tell it to you just as quickly as I can to fulfill the platform promise of this program.

When I was about fifteen years old I begged the

privilege from a relative to allow me to go out and sell forty sewing machines in one day. He provided me with a very large gray horse and buggy, and he sent a negro man along with me. I went into the house of a good old lady friend, and tried to persuade her to buy a sewing machine. We were near the banks of the noble Missouri River that you have seen, some of you, and will never forget. (Laughter.) And while I was trying to persuade the old lady, contrary to her inclinations, wishes and good sense, that she ought to immediately buy a sewing machine, I heard a loud, triumphant shout outside. I looked out and saw the gray horse, with the reins under the buggy and the negro sitting upright, starting directly for the Missouri River, and he got there; he went over the bank and into the rolling flood, and was soon no more. The negro swam out and walked off.

That day concluded my service as a salesman. It also put a wet blanket on my pretensions as a salesman.

I am glad that you have with you to-night one of the foremost business men of Chicago, whose name is a household word throughout one-third of the United States, and who is known as one of the great merchants of the West, and the reputation of whose house stands among the first in all that region west of the Mississippi River.

The speaker then told the story about a man who said he had not spoken to his wife for fifteen years because he said he did not like to interrupt her. Then, touching a little on the partnership idea of the United States in connection with monopoly, he went on to some stories of Brigham Young. He then took up the question of the Panama Canal, and after speaking of the immense cost of it, said that he thought it was going to do more for business than all the protective tariffs that was ever written on the statute books. And, speaking of the free toll question as regards American ships in the canal, he said that the Government had made a treaty before the canal was commenced and he did not like the idea of breaking it. The next topic was on the diplomatic corps of the United States and said that diplomacy was a polite fraud and gave some illustrations of how ridiculous ambassadors and men of that kind acted.

Referring again to the Panama Canal he showed that it would reduce the distance to San Francisco more than one-half and said that there was not a glass factory on the Pacific Coast except one, and that was a plate glass factory. The nearest one to that is in Topeka, Kansas, and said that there was a greater demand for glassware there than in any other part of the country for the population. He eulogized President Wilson and then told a chicken story. He had a little dab at the Associated Press, but praised New York as being the greatest manufacturing city in the world to-day and predicted a population of twenty-five millions in time. He closed by extending an invitation to all to come to his city, where they would be assured of a cordial welcome.

MR. ANDERSON: Now, gentlemen, we will have a little song, and right after that we will hear from the Demosthenes of the crockery trade. We are very much indebted to Mr. Taggart for his interesting remarks, and he will now leave us because he has to take his train back to Washington.

MR. ANDERSON: Gentlemen, I now take great pleasure in introducing to you the Demosthenes of the Crockery Trade, Mr. John J. Miller.

SPEECH OF MR. JOHN J. MILLER.

Gentlemen, this is the first time I have ever been behind the bar in my life. I have always been in front of it, and you know it. I ought to be embarrassed because it is my maiden speech behind the bar. You have listened to-night to orators, statesmen, mayors and others—I

won't say what the others are—and you have got finally down to common earth. The product we deal in is made of common earth, common clay—crockery business, see—and I represent the crockery business. I am not a statesman nor an orator.

Every gentleman who has spoken to you to-night has said a lot of things, and I have got some myself to say. They have also had some notes, and I have got some notes here myself. They won't do anybody any good. I don't understand them.

I told him, your honored President, I had never made a speech but would do the best I could.

I am a common, everyday crockery man. After all the speeches you have listened to by statesmen, orators and mayors, you need good, plain talk from common people, like myself.

You know out of this whole bunch of orators, we have got statesmen, orators and mayors, and I am the only crockery man in the bunch. I wondered at first why it was he selected me. That old bird, he is not so green as he can look.

He says to himself, I will pick out the worst thing there is in the trade and I will shine by comparison. He knew he was bad and he says to himself, I will pick out something that is awful. And I got the job. Now, I am going to fool him.

That new President you have got is something awful.



JOHN J. MILLER.

If I told you what I knew about him, you never would have elected him; but you have got him now, and you have got to stand for him for a year.

Anyway, when he invited me to make what he called a speech, it was at the club. We have lunch together every day, and when he spoke to me about a speech he had had his usual cocktail, don't you know, and when he has a cocktail he is not responsible. That is where he got me, and for the first time in my life, gentlemen, I am behind the bar.

I want to tell you, gentlemen, that I will not come here again, never! Because why? Don't you know, when you get on this job—I have been here many times before and I have heard these speeches and all the rest of it, and I thought it looked good, that was out in front; but when you get up here behind the bar, you see the difference, because you don't know what minute you are going to be called upon by old Poobah to say something, and so I will never get in there again. I had rather be at the Pitcairn table, to tell you the truth.

In looking over this assemblage this evening, I want to say that this is my first offense. In looking over this field I can see some buyers. Now, last fall we thought the buyers were all dead, we did not think there could be any left, and you can all laugh all you want. We had the

Continued on page 30.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, FEB. 12, 1914.

HERE'S TO THE SALESMAN!

HERE'S to the salesman—the real salesman, proud of his calling, loyal to the house, friend of every man, ambitious, patient, and hard-working. Endowed by Heaven with a grand, good nature and enthusiasm, blessed with tact and a fine sense of discrimination, with a hearty hand-shake and a glad smile, he stands in the very vanguard of commerce. With a heart kind and sympathetic, with an innate sense of courtesy and helpful kindness, beloved of man and beast, forgetful of self and the multitudinous discomforts of his life, he stands midway between the house and the buyer, buffer and arbitrator, fair and loyal to both. Keen judge of human nature, spreader of smiles and good cheer, ambassador of commerce, producer of orders, builder of business—here's to him! May he live long! He is sure to prosper, for prosperity is his stock in trade.

THE ESSENTIAL QUALIFICATION.

THE more a man knows about salesmanship, the more he knows there is to learn. It is only the inexperienced who think that the selling of goods is easy. As a matter of fact, it is often the hardest kind of a proposition.

The finished salesman does not have to confine himself to one certain line of business. His versatility is equalled only by his faith in himself. Of course, adaptability is not efficiency; but it means a personal development which can come only by practical experience.

Above all things he must be honest. The salesman who bribes his way, and the buyer who makes it possible, may for a time seem within striking distance of success, but the fate of each is the same—ultimate failure.

Someone has said: "Hades is a place where we may look back upon the opportunities we have lost," and many a man has only himself to thank when he finds himself there. He may be gifted, versatile and keen, but lacking honesty of purpose he lacks the great essential to success. In business we are not measured so much by what we do, or have done, as by what we promise and do not perform.

PERSONAL.

ONE of the very few if not the only member of both the Pottery Glass and Brass Salesmens Association of America and the English Association, the Pottery and Glass Trades Benevolent Institution is F. W. Cox, representative for J. D. Dithridge. At the thirty-second annual meeting held on January 27, the report of which makes particular mention of the honor His Majesty, the King, conferred upon the Institution his favor by becoming a patron during the past year.

J. Edward Lewis, the genial and smiling housefurnishing buyer for Carson, Pirie, Scott & Co., Chicago, came into town last Wednesday and was present at the banquet Monday night.

A. L. Burbank and F. J. Burbank, Portland, Me., were in town this week and left for home Wednesday night. They say that the troubles of the Boston and Maine and the N. Y., N. H. & H. R. R. have not particularly affected Portland.

O. L. Sutherland, with Geo. F. Bassett & Co., returned on Monday from a short trip up through New England. He says business was as good if not a little better than last year.

M. Ohl, superintendent of the silver deposit department of the J. D. Bergen Co., Meriden, Conn., was a visitor at the New York office on Monday.

C. L. Kerr, the local sales manager for Gillinder & Sons, Philadelphia, spent the latter part of last week at the factory.

H. P. Muirheid has sold his interest in the Belle Mead Sweets Co. and intends to get back into the crockery trade.

George Milligan, general sales manager for the Frontier Glass Co., is spending the week assisting at

the New Grand Hotel which is in charge of the Dunn Sales Co., the recently appointed sales agents.



H. C. Fry of the H. C. Fry Glass Co., Rochester, Pa., came to New York on Wednesday and will spend the balance of the week here conferring with C. H. Taylor, head of the Cut Glass Products Co., which acts as sales agent for his concern.



Dr. P. B. Peterson, president of Crystal Cut Glass Co., Honesdale, Pa., was a caller at the office of Paul Joseph, the Metropolitan representative for the concern on Monday.



E. T. Bennett, who has been in this country for about three weeks in the interest of the Copelands in England, has arranged to have their lines represented here at Bawo & Dotter.



Mr. Chas. T. Thompson, of Marshall, Mo., who has been with the St. Louis Glass and Queensware Co. for fifteen years resigned and accepted a position with the Harker Pottery Co.



Oscar Allaman and Kurt Lutz, are both home from their preliminary trips. The former made his maiden trip to the Pacific Coast for Louis Wolf & Co.



R. G. Laughlin, Pittsburgh buyer for McCreery & Co. was in town this week.



A. W. Wheelock of Rockford and Des Moines, G. H. Wheelock and H. E. Wheelock, South Bend Ind., and Ralph Wheelock, Peoria, Ill., are at the Biltmore Hotel attending the convention.



Louis Reizenstein, Pittsburgh, came in to New York with the express purposes of attending the banquet. On Tuesday he unpacked his bag, took out his dress suite to have it pressed and learned shortly after breakfast that he was a day late. That is one on Mr. Reizenstein.



C. N. Muessig, familiarly called "Nick" on the first of March is to return to East Liverpool, O., to represent B. F. Drakenfeld & Co. as he did formerly. George Heisler, who has had that territory for a couple of years has resigned to go with the Guernsey Earthenware Co.



L. D. Seixas formerly with Higgins & Seiter, has engaged with S. W. Farber to represent the Metropolitan District.



J. Phil Ghisi, foreign buyer for S. Nordlinger & Sons, Los Angeles, Cal., was one of the well known buyers visiting the District the past week. He sailed for

Europe on the Kaiserin Auguste Victoria on February 12 where he will spend two or three months on his annual buying trip.



A. H. Burton, representing Justin Tharaud, arrived at the New York office last Thursday after making a preliminary trip of several weeks.



H. C. Duryca is a new salesman representing the Coneolidated Lamp and Glass Co. for Wm. Dougherty and is now making his first trip through the South with the line.



E. D. Wetton, Western and A. C. Hanes, Eastern representtives for C. Dorflinger & Sons left on Saturday for extensive trips through their territories.



D. H. Cushwa, of the United States Glass Co., and who makes his headquarters at the concerns factory at Glassport, Pa., is spending two or three days here in conference with the local sales manager Ed. Craig.



H. D. Carey, president of the Laurel Cut Glass Co., spent several days here this week conferring with A. A. Bean, the concerns Metropolitan representative.



L. A. Littlefield of the Rockford Silver Co., Rockford, Ill., who is well known in the glass trade is here this week placing orders.



C. L. Suediker with the Mercer Gas and Electric Fixture Co., Trenton, N. J., is one of the buyers of illuminating glassware and portables to visit the market this week.



J. L. Bradshaw of Stratford, Ontario, and L. D. Merrick, Berlin, Ontario, are going through the market here this week preparatory to making their annual European buying trip.



Harry L. Seixas returned to New York on Wednesday. He was sick in Chicago, but is alright again.



A. C. Richter, Lorado, Texas, a well known figure seen in the District this week.



PRICE-TICKETS ON DISPLAYED GOODS.

MODERN methods of business call for prices—good, plain, readable prices—prices that are so evident that to the passing public there can arise no possible question on this subject, says "The Keystone." There are still merchants who are unable to comprehend this, and to all questions regarding this subject they have

the ever-ready reply, "It tells our competitors what we sell at." Of course it does, but it also tells customers the same thing. What do you care about your competitor? Ten to one he is too busy to bother about your prices; and if he isn't you can't afford to be afraid of him. If you are not able to do as well as he can there must be something wrong about your purchase department. Anyhow, if your competitor were really interested in your prices it would be the easiest matter in the world to obtain them.

But these arguments have been talked and argued until every twist and turn of speech has been taken advantage of; yet there still remain merchants who will visit their wholesale house and purchase a bill of goods because they happened to see a low price on it, and yet won't see that the same method would attract customers to their own stores. What more can be said?

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

H Salamon, t, Rothschild & Co, Chicago. 215 Fourth ave.
 W Kenner, hf, c, Frederick & Nelson, Seattle. 450 Fourth ave.
 C D Elwell, hf, Sears, Roebuck & Co, Chicago. 438 B'way.
 A H Baum, hf, M Goldenberg, Washington, D C. 15 West 26.
 O Spaeth, c, g, s, Kennedy, McLeod, McArthur Co, St Paul. 17 East 22.
 D Saunders, c, g, Mandel Bros, Chicago. 15 East 22.
 J B Ivey, hf, J B Ivey Co, Charlotte, N C. Continental.
 J Postley, hf, Baltimore Bargain House, Baltimore. Fourth ave.
 M Lipovsky, hf, t, A Lurie Co, Chicago. 1261 B'way.
 M Clausen, t, W A Wieboldt & Co, Chicago. 1133 B'way.
 F P Boyland, hf, Rike-Kumler Co, Dayton. 220 Fifth ave.
 J W Boston, hf, Famous & Barr Co, St Louis. 37 West 26.
 U Tracy, c, Tracy, Wells Co, Columbus. Navarre.
 W Perlstein, t, Cohen Co, Richmond. 320 Church.
 C W Sprowls, John Shillito Co, Cincinnati.
 C N Stafford, Geo W McAlpin Co, Cincinnati.
 E A Ernst, H & S Pogue Co, Cincinnati.
 L Powers, hf, Kaufmann Dept Store, Pittsburgh, Pa. 200 Fifth ave.
 J T Nickey, hf, McDougall & Southwick Co, Seattle. 214 Church.
 R H Schnepf, hf, c, Columbus Dry Goods Co, Columbus, O. Breslin.
 C J Norris, hf, Pelletier Co, Sioux City, Ia. 45 East 17.
 R W Trisch, hf, W Gushard D G Co, Decatur, Ill. 315 Fourth ave.
 H J Muldoon, hf, and M Schwartz, c, t, Golden Rule, St Paul. Claridge.

S M Averill, l, Jordan, Marsh Co, Boston. 31 Union sq.
 G C Tonolla, hf, A Eisenberg, Baltimore. Pierrepont.
 J J Donovan, t, W G Webber Co, Salem, Mass. 2 Walker.
 Mrs Milliken, hf, William Filene's Sons Co, Boston. 116 West 32.
 H Henderson, hf, Newman Merc Co, Joplin. 129 West 27.
 A Tautenhoff, hf, J & W Jung Co, Sheboygan, Wis. York.
 Mrs L P Blackburn, c, Davis-Paxon-Stokes Co, Atlanta. Gregorian.
 C H Taunton, Westerly, R I. Wellington.
 D D McGregor, Lynchburg Crockery Co, Lynchburg, Va. Cumberland.
 J M & W Westwater, Columbus, O. Wolcott.
 W B Montgomery, Lynchburg, Va.
 J H Sannoner, Keith & O'Brien, Salt Lake City. 218 Fifth ave.
 W H Maurer, Council Bluffs, Ia. Elks Club.
 S Eckhan, Baltimore.
 G J Brown, Rudge & Guenzel Co, Lincoln, Nebr. Latham.
 S Soelberg, Sioux City Crockery Co, Sioux City, Ia. McAlpin.
 H H Lerner, Lansing, Mich.
 C H Little, and W Moulter, C H Little Co, Freeport, Ill. Park ave.
 Mr Laughlin, McCreery Co, Pittsburgh, Pa. Imperial.
 S M Wilkes, S M & E H Wilkes, Lawrence, S C. Col-lingwood.
 Mr Mackey, Falker & Stern, Chicago.
 C Becker, Becker-Hazelton Co, Dubuque, Ia. Belmont.
 Mr Roantree, Roantree China Co, Quincy, Ill. McAlpin.
 W Howell, Pitkin & Brooks, Chicago. Belmont.
 L Goodkind, Manheimer Bros, St Paul. Navarre.
 H S Skinner, c, t, Burgess, Nash Co, Omaha. 1133 B'way.
 A J Martin, g, t, Seattle D G Co, Seattle. 225 Fourth ave.
 G Washburn, hf, Washburn Credit House, Boston. Park ave.
 S J Nealis, hf, Gamble, Desmond Co, New Haven. 129 West 27.
 O W Watson, hf, Daniels and Fisher Stores Co, Denver. 71 West 23.
 F M Fetzer, hf, H H Sturteman Co, Zanesville, O. 320 Church.
 J E Fronani, c, g, Woodward & Lothrop, Washington, D C. 334 Fourth ave.
 D C Redfield, hf, Alms & Doepke Co, Cincinnati, O. 350 B'way.
 Mr Carson, t, Daniels & Fisher Stores Co, Denver. 71 West 23.
 Mr Davison Jr, F V Davison Sons, Hightstown, N J.
 Mr Ran, Gerber & Ran, Lakewood, N J.
 W H Britton, J M High & Co, Atlanta, Ga.
 Miss West, G R Crocker Co, Syracuse, N Y.
 W W Wright, The Anderson Co, Lexington, Va.
 F Vorenberg, F Vorenburg Co, Boston.
 F Kenne, Frederick & Nelson, Seattle, Wash.
 C W Neyhard, Miller, Rhodes & Swartz, Norfolk, Va.
 Oscar Lenhenter and Oscar Eiseman, Blackwell Wielandy Book & Stationery Co, St Louis.

THE METROPOLITAN MARKET

L. Straus & Sons are better prepared than ever before with an extraordinary display of import samples. Every nook and corner has been utilized in making room for this unequalled showing in which almost every country on the globe is represented. The dinnerware department holds a place of much importance and section after section is filled to capacity with the new samples in which the Schwarzburg china figures prominently. A large space has also been allotted the samples of dinnerware and fancy china from the French and Austrian potteries, every pattern is especially made for L. Straus and Sons and controlled exclusively by them. Each department in the whole Straus establishment will be found full to overflowing with all sorts of interesting things which every buyer will want to see.

Edw. B. Dickinson, announces the addition of a new line which he will represent here, which is the Venetian Cut Glass Co., Toledo, O., he now has a full assortment of 1914 patterns on display.

Louis Wolf & Co. are making the largest and best display of china, glass, toys and dolls that they have ever had. In china they have some decided novelties among them some figures depicting the tango dance, which are very true to life. They have a big variety of fancy short lines including chocolate and berry sets, and a large line of vases retailing from ten cents to two dollars or more. Besides that they have assortments of ten, twenty-five, fifty and dollar goods. In dinnerware their line is extensive and varied including Austrian and German goods in very pretty designs and decorations. In the toy department the "perfection" line includes all kinds of animals, many unique mechanical effects, including some new things in boats which are propelled by hot air, and others which show smoke as they float.

H. C. Kupper, has now all his samples from Schierholz, and is making the largest display of this ware that has ever been seen anywhere. There are numerous examples in comports, fruit dishes, basket work, lace work figures and candelabra and a lot of

small ornamental pieces. The decorations are in some instances after Lowestoft's style and also after Swansea.

Henry Creange is increasing his floor space in the Fifth Avenue Building by the addition of two rooms forty feet square each. This is to accommodate his new German line which is one of the excellent examples of the potters art many of them done in English style at prices which are astonishingly low, they also show revivals of old majolica patterns modernized. The Genori line this year includes some veritable antiques which are beautifully executed. The Old Abbey line in Chantilly effects as well as the more conventional designs. The Ainsley line, which he has recently taken on is well known in the trade but this year the standard has been raised while the prices have been kept down.

The Royal Copenhagen Porcelain and Danish Arts, now at 16 West Thirty-third street, have leased, for a term of years, the store and basement at 256 Fifth avenue, where they will move about May 1.

The Tajimi Co. are showing a large assortment of bamboo covered crackle vases in many sizes and shapes, both plain and decorated, in floral and splash designs in very unusual colorings that are wonderfully effective. They are very reasonably priced and are stocked for immediate delivery.

The Meakin & Ridgway showrooms are full to overflowing with a magnificent display of new samples from the various English concerns that are represented by them in the United States, namely Ridgway's, Minton's, Ltd., J. & G. Meakin, Ltd., Thos. Webb & Corbett, Ltd., Wm. Adams & Co., and Lancastrian Pottery. From Ridgway's a great variety of fancy pieces, plates, steins, etc., in "Stella Maris" ware. The Minton line is too well known to dwell upon, the exceptional quality and the wonderful beauty of the patterns simply baffles description. The "King George" is beautiful in its simplicity. The J. & G. Meakin, Ltd., earthenware was never more attractive. Many new things are displayed in the rock crystal line from Thos. Webb & Corbett, Ltd., notably among them being some old Water-

ford cuttings in stemware and fancy pieces. In the showing of dinnerware and specialties from Wm. Adams & Co. are seen many new shapes and decorations. There are some beautiful specimens and novel effects seen in the line of Lancastrian Pottery which makes an extremely interesting display.

Fondeville & Van Iderstine are showing a wonderful array of beautiful specimens from Wedgwood & Co., Ltd., and Foley china. The samples in dinnerware represents one of the choicest collections that has ever been produced by the former. Prominent among the patterns are some charming reproductions of old designs, one decoration is an old style blue engraving, the copper plates from which it was made having been in the Wedgwood & Co., Ltd., works between ninety and one hundred years. Copies of old patterns are also well represented in tea ware, breakfast sets and various specialties in the Foley china, mostly in floral designs in striking color combinations, one of these a reproduction taken from one of the pieces on view at the Kensington Museum, London, is extremely tasteful.

The increased facilities in the Strobel & Wilken dinnerware department afforded by their handsome and spacious new building permit of a more complete showing than has been possible before, and W. T. Newell, the efficient manager of this department, has taken every advantage of the opportunities offered and has assembled an immense and varied display that is attracting a great deal of attention. There are new patterns and shapes galore, with some exceedingly pretty floral treatments and rich coin and acid gold decorations. Copies of some antique patterns, which are now in great demand, are among the noticeable features of the stock by reason of their unusual coloring effects and odd floral designs.

Budde & Westermann will remove on May 1 to Twenty-ninth street and Seventh avenue.

A petition in bankruptcy was filed Monday against the Fourteenth Street Store by Hirsch, Scheuerman & Limburg, attorneys for these creditors: George Borgfelt & Co., with claims of \$355; Schmied & Rowe, \$44, and Theodore K. Bennett & Sons, \$472.

An involuntary petition was also filed against the Simpson Crawford Co., another Siegel store, on behalf of the Claviola Co., with claims amounting to \$766; Neeham & Co., \$3,030.25 and Henry Rath, \$1,194. The petitioners allege that the liabilities of the concern are \$1,000,000, and that preferential payments amounting to \$50,000 have been made to creditors in the same class with themselves.

The display of Brush McCoy pottery shown by Cox & Lafferty, the concerns representatives, has been considerably increased and is by far the most extensive showing they have ever made. Some of the most attractive of the 1914 patterns are the "Poppy" a graceful

arrangement of the natural colored flowers on a green body. Another is the "Oakwood" imitating the natural wood.

Paul Joseph announces that he has been appointed sales manager for the Metropolitan District for the Crystal Cut Glass Co., Honesdale, Pa., and a portion of the season's new samples are now on display at his showrooms.

JOTTINGS FROM BOSTON.

DAVID WEINSTEIN is back from New York City, where he selected at Morimura Bros. a full line of new china and baskets for immediate delivery.

J. Guy Hawthorne, china and glass buyer for Jordan Marsh Co., sailed from New York on Thursday for Europe, to be gone two months. He will visit England, Berlin and Leipzig. At the latter place he expects to meet George Guest, the housefurnishing goods buyer.

There still is a scarcity of buyers. One large commission house reports that on one of its lines it sold more goods during the first week of this month than it did all through February last year. The buyers of interest reported were; F.W. Fisher, for the Nelson Syndicate Mr. Whipple, of Eaton & Whipple, Fitchburg; J. L. Halbert, Athol; Michael J. Ryan, Bon Marche Dry Goods Co., Lowell; Arthur St. Louis, Brockton; H. A. Long, Baird, North Co., Providence, R. I.

Maynard & Co., Inc., are selling out their \$100,000 stock of cut glass, jewelry and silver, at a "liquidation sale".

John Shepard, Norwell, former president of The Shepard, Norwell Co. and head of the Shepard Store, Providence, R. I., has resigned as a director in the Boston Y. M. C. A., a work in which he has been active for several years. Mr. Shepard, who is the father of the present head of the stores, has lived in California for the past few years, which was the reason for his action.

B. E. Naylor and T. Baker, of Jordan's housefurnishing department are back from a business trip to New York City.

William R. Claflin is placing on display this week a fine line of samples of the new 1914 brass-standard lamps, indirect lighting fixtures and domes from the Imperial Art Glass and lamp Works, New York.

Thomas Maguire, Louis Wolf & Co.'s traveling man, has returned from his extended trip through Northern New England and now has gone to New York, where he will spend six weeks on firm's import lines.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

The trade in general will be surprised to hear of the erection of a fourteen-kiln pottery plant in this district ere another year passes.

Such a story is current here. It is intimated that this plant would be built in Newell, the location of the Edwin M. Knowles China Co., and the Homer Laughlin China Co.'s mammoth 47-kiln pottery.

* *

John MacDonald, general manager of the decorating departments of the Knowles, Taylor & Knowles Pottery Co., has created a new system for keeping a record of all open stock dinnerware patterns the firm places, salesmen keep a record of all patterns placed from time to time in his territory, and in the office a similar copy is kept in an index file.

* *

W. S. George, of the W. S. George Pottery Co., of East Palestine, O., was in the district last Saturday, and when asked concerning his plan to take over the Kittanning plant of the Pennsylvania China Co., declared that "nothing has been signed up as yet."

* *

The making of domestic pottery in the former plant of the Brunt Pottery Co., has been discontinued. The Taylor, Smith & Taylor Co., of Chester, which has been operating the property has removed its workmen to its new addition to Chester, which has just been started in full. Eight new jiggers were started Monday, which gives the firm a capacity of twenty-four jiggers.

* *

At the new plant of the Homer Laughlin China Co., in Newell, W. Va., last week, the first decorating kiln was drawn.

* *

Information from Carrollton, O., is to the effect that the pottery there is working to capacity.

* *

The necessary steps have been taken for the annual election of officers for the National Brotherhood of Operative Potters. There will be a primary election, and the two highest candidates for each office will be placed on the regular election ballots, which will be voted in May next. President Edward Menge, and first

vice-president Frank H. Hutchins, of Trenton, N. J., will very likely be re-elected.

* *

Hereafter the sample rooms of the Edwin M. Knowles China Co., will be located in the new Newell plant, instead of at Chester.

* *

The flood of last March, which did so much damage in the Zanesville district caused the financial end of the proposition to consolidate all the stemware potteries in Northwestern Ohio, to be "frost bitten." While all options on plants have expired, it is said they can be renewed at any time.

* *

There continues to be a decided shortage in "teas" and flat ware in this district.

* *

An order for 5,000 dozen of decorated teas, berries and oat meals was peddled around the district last week without being placed.

* *

It is reported here that F. G. Moeller, formerly with the C. H. Cook Pottery Co., at Trenton, and more recently with the Pennsylvania China Co., at Ford City, Pa., has assumed the management of the plant of the Wheeling (W. Va.) Tile Co.

* *

T. A. Neely, buyer of pottery for the Boggs & Buhl Co., Pittsburgh, Pa., was in the district last week. Mr. Richards, of San Francisco, was due here this week.

* *

W. E. Wells, secretary of the Laughlin interests, who has been spending a brief season, in the western territory has returned to the home office.



A group of Trenton men headed by **Trenton, N. J.** W. C. Matlack, general manager of the Trenton Potteries Selling Co., has bought the Trenton Transportation Co., which has been operating boat lines in the Delaware and Raritan Canal and Delaware River, between this city, Philadelphia and New York. The Roebling Co. has owned the line many years.

Continued from page 23.

dinky dink, all of us, and we looked forward to February, when the buyers were going to congregate, and we said to ourselves that these buyers are not going to be buyers, they were going to be lookers-on, and to our surprise—these buyers are real buyers—they are coming up to the front and they are buying their heads off.

What are we going to do with these buyers next fall? The railroads are going to get back by way of increase in freight, and we will have a great drop here; and I tell you gentlemen, right now, I do not pretend to be a prophet or a son of a prophet—I am just an ordinary son of a crockery man, but this fall, for once in our lives, the buyers will have to bring lassoes with them to catch the salesmen to wait on them.

The buyers came downtown first, naturally, and we have to furnish them with first-class tickets, by jimminy cripes, to show them where to go uptown to get their goods.

Now, one more thing. I didn't do it; I didn't expect to do it, and he knew very well that I could not make a very good speech, and he knew he was awful, and he looked over the trade and picked me out. That is all I've got to say about it. Now, gentlemen, I will bid you good night.

MR. ANDERSON: Gentlemen, I want now to introduce to you, in place of the Bishop, who was unable to be with us this evening, the Rev. Father Brown.

SPEECH OF REV. FATHER BROWN.

Fellow members of the Pottery, Glass and Brass Association: To all appearances to the contrary, notwithstanding, I am proud I was born in Trenton, and Brother Miller, before he came in here, told me that for the honor of the old school to which we both went, that I would hold a brief for him to-night; so I want to tell you that, although it was difficult to understand him, yet he is all right if you only understood it.

Several times you said he was not speaking loud enough. He told me about three weeks ago he had a waistcoat and if he had it on to-night he would be loud enough.

It reminds me of a story which I heard in my early days in the section of the country in which I am at present placed, in Union County, New Jersey, by way of jurisdiction I think covers two counties, Essex and Union. One of the old gentlemen farmers of that place, who knew all about cows, went down to Newark one day and purchased for a cow a mild-mannered and polite sort of bovine. When it came time to milk it he went to the barn and said he was extremely generous as far as treatment of the cows were concerned, and he followed the usual ceremony and he said "so" and "so" to the cow, and when he said "hist," the cow "histed," and the subsequent proceeding interested him no more.

I am reminded by my friend, Louis Levine, here of an old authority who we often quote, Solomon, who says there is nothing new under the sun. Josh Billings, I think it was, who said he was doing time for forty-five years on this earth, I think it was he who said that you might as well be convinced at once that the making of after-dinner speeches is about played out, and that about the only decent thing a religious-minded man can do nowadays is to steal with discretion.

I don't intend to inject at this late hour any chestnuts in this meeting, but at the same time I must explain my inability to respond to this toast, "The Church Militant."

Years ago there was an exercise at Atlantic City. I remember going there and we went over to the obscure section of the town and saw a sign on a lawyer's office that read, "A. Swindle." Two of us said we might as well go in and cultivate this man's acquaintance and, after talking with him for a while, one of us ventured to say, "Would it not be better for you to change that sign and, instead of 'A. Swindle,' use your full name, that it would

look a great deal better, for instance, 'Andrew Swindle' or 'Adam Swindle'"; and he came over to me and said, "I don't want to explain to these people about my first name, but it is 'Adam.'"

It has been said that when a Frenchman becomes intoxicated he wants to dance; when a German once becomes intoxicated he wants to sing, and when an Italian becomes full he wants to boast; when a Spaniard becomes intoxicated he begins to gamble, and when an Englishman becomes intoxicated he wants to eat, and when an Irishman becomes full, he wants to fight; and when an American becomes intoxicated, strange to say, he wants to make a speech.

There was a clergyman I know some years ago who was very exact in his sermons, always insisting on having a text. If course, he never appeared on occasions of this kind; and he never wandered from the text of his sermon, and he always had his notes; still there was an exception to his rule, and on one occasion he forgot his notes and he went up to the pulpit and when he realized his predicament, that he was without his notes, he turned around to the congregation and said, "I'm sorry to say on this occasion that I must rely on the Lord for something to say."



BANQUETS NOTES.

While there was lots of fun the proprieties were observed and careful attention given down to the last speaker.

Father Brown was easily the favorite speaker of the evening.

John J. Miller made his maiden speech. His sallies at the new president were cheered to the echo.

Carl F. Prosch was very humorous. It was not only what he said but the way he said it that made his speech funny.

Leo. Helzel sang in fine voice. The Prize Song from the Meistersinger was particularly well rendered

President Anderson had the company well in hand and when his gavel sounded for silence he got it. He makes an excellent toast master as well as presiding officer.

The music was good. One guest asked whether it was not a Choral Union so well did the voices blend.

The food was good, well served and with more than usual promptness.

Never have there been so many men who are heads of firms been present. It looked like one of the old time Crockery Board of Trade dinners.

NEW CATALOGUE.

WE are in receipt of a very handsome catalogue from the Corona Cut Glass Co. It shows a large variety of illustrations printed on good quality of paper and handsomely bound with a blue cover illuminated with gold.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Orders for decorated glassware are reported to be of such volume this season, that manufacturers are assured of a continuous run. The

Oriental Glass Co., is showing from two to three months business on the books. Orders for decorated table sets are rather numerous, while decorated lemonade and water sets are also experiencing a favorable demand from the wholesale trade.

The Roantree China Co., of Quincy, Ill., was represented in the district last week, by Mr. Roantree, who went to New York.

The former plant of the Millersburg, (O.) Glass Co., the sale of which was exclusively announced in the journal recently, will again be on the active list.

There is reason for believing that a decorating glass plant will be established at Paden City, W. Va., during the early spring. This information at present lacks confirmation.

Ripley & Co., Inc. McConnellsville, Pa., which in the past have maintained a general sales and sample room in Pittsburgh, will now be sold over and under the direction of Frank Milligan.

It is expected that the various state laws, having to do with individual drinking cups will have a decided influence in increasing business of manufacturers, in some lines. Since the general drinking glass has been abolished in the Public Schools. To furnish individual glasses means an enormous amount of business for the tumbler plants.

L. P. Martin, of the Lancaster Glass Co., was the last exhibitor to leave the Ft. Pitt. He got away late last week.

The Retail Lighting Fixture Dealers' Association, of Pittsburgh, has been organized for the betterment and advancement of the chandelier trade. The temporary president is Mr. Collins, of the Pittsburgh Gas & Electric Fixture Company; secretary, Mr. Dooley, of the Highland Mantel & Tile Co. The present members

are the Weldon & Kelly Company, Joseph Horne Co., Incandescent Supply Co., Pittsburgh Gas & Electric Fixture Co., Bluestone Incandescent Co., Dunn & Co., Highland Mantel & Tile Co., Cullen & Brody, Stinson & Kennedy and Ludwig-Hommel Co.

The Owens Glass Co., will soon begin the erection of an immense glass plant for the making of plate glass and other products, at Fairmont, W. Va. The Owens Co. now has in operation here the largest bottle factory in the world.

A complaint has been filed with the Interstate Commerce commission by the Federal Glass Co. and other glass companies in Ohio against rates on glass sand from Ottawa, Ill.

The National Reflector Co., Clarksburg, W. Va., contemplate the erection of a 1½ story corrugated iron factory buildings 50x150 feet for the manufacture of glass globes, etc. The company will do all the erection work.

R. B. Reineck, who had charge of the Westmoreland Specialty Co. exhibit at the Fort Pitt, after closing here, went to his home in York State, before starting through the Middle West and Southern territories.

Several new creations in Bungalow electric portables, are being shown by the Pittsburgh Lamp, Brass and Glass Co.

The Fostoria Glass Co., has for years made heavy annual shipments of glassware to New Orleans on the Queen City. The boat makes no stop for freight after leaving Pittsburgh.

Owing to the breaking of a tank in the plant of the Crescent Glass Co's., plant at Wellsburg, W. Va., a good sized force of workers will be out of employment for several weeks. Repairs are being made as quickly as possible. This firm manufactures blown ware.

S. "Quig" Hamilton, formerly with the Tarentum Glass Co., was a welcome visitor at the Ft. Pitt glass show.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending
February 10, 1914.

ANTWERP

183	packages glassware.....	B Gunthel
20	" chinaware.....	Strobel & Wilken Co
82	" ".....	Theodore Haviland & Co
1	" ".....	Fensterer & Ruhe
15	" ".....	L Straus & Sons
26	" ".....	Miscellaneous Orders
1	" toys.....	B Illfelder & Co
18	" ".....	Strobel & Wilken Co
18	" ".....	Miscellaneous Orders

BREMEN

83	packages glassware.....	J H Venon
15	" ".....	L Straus & Sons
20	" ".....	A Steinhardt & Bro
6	" ".....	Strobel & Wilken Co
109	" ".....	Miscellaneous Orders
12	" earthenware.....	Bawo & Dotter
37	" ".....	L Straus & Sons
153	" ".....	Geo Borgfeldt & Co
26	" ".....	O Goetz
2	" ".....	Haviland & Co
46	" ".....	Miscellaneous Orders
42	" chinaware.....	Strobel & Wilken Co
98	" toys.....	Geo Borgfeldt & Co
40	" ".....	Samstag & Hilder Bros
185	" ".....	Strobel & Wilken Co
279	" ".....	Miscellaneous Orders

HAMBURG

5	packages glassware.....	Fensterer & Ruhe
15	" ".....	F Bing & Co
62	" ".....	O O Friedlander
12	" ".....	W R Noe & Sons
65	" ".....	Geo Borgfeldt & Co
16	" ".....	Strobel & Wilken Co
368	" ".....	Miscellaneous Orders
7	" earthenware.....	Herman C Kupper
69	" ".....	Bawo & Dotter
71	" ".....	Lazarus & Rosenfeld
13	" ".....	L D Bloch & Co
9	" ".....	B Tomby
4	" ".....	Graham & Zenger
112	" ".....	C L Dwenger
4	" ".....	J Palme
971	" ".....	F W Woolworth & Co
7	" ".....	Koscherak Bros
90	" ".....	L Straus & Sons
8	" ".....	Strobel & Wilken Co
566	" ".....	Miscellaneous Orders
46	" chinaware.....	Strobel & Wilken Co
149	" toys.....	B Illfelder & Co
3	" ".....	Samstag & Hilder Bros
38	" ".....	F W Woolworth
188	" ".....	Geo Borgfeldt & Co
14	" ".....	F A O Schwartz
94	" ".....	Strobel & Wilken Co
566	" ".....	Miscellaneous Orders

LIVERPOOL

5	packages earthenware.....	The Rowland & Marsellus Co
11	" ".....	Geo Borgfeldt & Co
17	" ".....	Meakin & Ridgway
46	" ".....	F W Woolworth
7	" ".....	H C Edmiston
10	" ".....	Bawo & Dotter
10	" ".....	Haviland & Abbot Co
15	" ".....	A G Moment
20	" ".....	Maddock & Miller
18	" ".....	Strobel & Wilken Co
4	" ".....	Miscellaneous Orders
31	" toys.....	Strobel & Wilken Co

SOUTHAMPTON

2	packages earthenware.....	L Straus & Sons
5	" ".....	Haviland & Co

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

25	packages earthenware.....	Jones, McDuffee & Stratton Co
3	" ".....	Mitchell Woodbury & Co
14	" ".....	F W Woolworth & Co
3	" ".....	Richard Briggs & Co
1	" ".....	Jordan Marsh Co
1	" ".....	The Rowland & Marsellus Co
5	" ".....	Meakin & Ridgway
3	" ".....	American Express Co
3	" ".....	Miscellaneous Orders

HAMBURG

40	packages earthenware.....	Jones, McDuffee & Stratton Co
1	" ".....	Richard Briggs Co
5	" ".....	E A Runnells & Co
2	" ".....	Strobel & Wilken Co
19	" ".....	Rowland & Marsellus Co
65	" ".....	L Wolf & Co
34	" ".....	American Express Co
105	" ".....	First National Bank
155	" ".....	J E Berry
12	" ".....	F W Woolworth
15	" ".....	F Behrend & Co
3	" ".....	W N Proctor & Co
4	" ".....	Geo Borgfeldt & Co
452	" ".....	Miscellaneous Orders

ANTWERP

28	packages earthenware.....	Jones, McDuffee & Stratton Co
27	" ".....	American Express Co
57	" ".....	Third National Bank
10	" ".....	F W Woolworth

ROTTERDAM

5	packages earthenware.....	R F Downing & Co
17	" ".....	Geo Borgfeldt & Co
3	" ".....	Miscellaneous Orders

"THANK YOU!"

OF all the pleasing little attentions and courtesies which can be shown a customer, the best is the old-fashioned, simple "Thank you!" when a sale is consummated. Perhaps you now say this every time you make a sale, and do not think this applies to you; but there are so many ways of saying this word and so many intonations in which these simple syllables may be uttered that a few words will not be amiss, even to you who make a practice of saying it.

When you thank your customers you are thanking them in behalf of the firm you represent, for you are the mouthpiece of this firm, and through you only it is possible to have the customers thanked. The members of the firm cannot do it; the management cannot, and so you must, and in a manner which reflects no discredit on those you represent.

Do not mumble "Thank you!" in an impersonal, listless manner. Do not say it in an apologetic way. Look your customer frankly in the eye, and, with a smile, thank him as if you really mean it and take personal pleasure and gratification in receiving his business.

AT PITTSBURGH.

RETAIL buying of glass, pottery and china in this market is not what could be classed as good, but business is not dull.

Alfred Jahn, with the lines from Herring & Jahn, of Philadelphia, is showing at the Colonial-Annex.

D. W. Scammell, has closed his display here, which consisted of lines of the Maddock Pottery Co., of Trenton, N. J.

O. L. Sutherland, with a line of Bassett China has completed his trip to this city.

C. L. Gray, general manager of the Colonial Pottery Co., of East Liverpool, O., was seen at the Ft. Pitt a few days ago.

W. W. Lang, manager of the local offices of Kinney & Levan, has been spending a few weeks traveling his former territory in this part of the Tri-State district.

Herbert K. Connor, representing the Crooksville China Co., has been showing the line of this concern at the Ft. Pitt this week.

Waky Moto, was at the Ft. Pitt for a brief season, showing a large line of Japanese china.

George H. Sylvia, who has the Pairpont corporation line, left for the Ft. Pitt this week for the West.

LAUBACH'S CELEBRATES.

ABOUT 225 employes of William Laubach & Sons, Easton, Pa., and a number of invited guests attended the first annual banquet of Laubach's Social League at the Hotel Karldon on Wednesday evening of last week. The only regret of the evening was the fact that the senior member of the firm, William Laubach, was unable to be present on account of illness.

The menu was an excellent one and to add to the enjoyment of the occasion, there was music by Achenbach's Orchestra, selections by Laubach's Choral Society and solos by Miss Elizabeth Young and Stanly Kemmerer. Charles Milton Laubach was the toastmaster, and the speakers was Wilson K. Mohr, an Allentown lawyer; George A. Laubach, general manager of the store; Charles A. Morrison, secretary of the Eastern Board of Trade, and Rev. Edward F. Evemeyer, pastor of the First Reformed Church.

The tables were prettily decorated and seldom has a happier crowd attended a banquet at the Karldon. The toastmaster opened by expressing regret at the absence of William Laubach, and touched briefly on the long and successful business career of the eminent

merchant. Although Mr. Laubach could not attend the function, he had, with his usual thoughtfulness, sent a message, which the toastmaster read. In it Mr. Laubach expressed his best wishes for the success of the banquet, congratulated the League upon its splendid first year's record and wished it many more years of success. A toast was drunk, standing to Mr. Laubach.

Wilson K. Mohr paid a tribute to the success of the firm of William Laubach & Sons. Through the fifty-four years of its existence, he said, it had to pass through the darkest days of the country's history, yet it had weathered every storm and sailed into port unbattered by the stormy seas of adversity.

The officers of the league are: president, Charles M. Laubach; vice-president, George F. Hummer; secretary, Miss Cornelia Klusmeyer; treasurer, Elmer Ott; board of managers—A. R. Willauer, Elias Fritz, R. A. Armstrong, Miss Mildred Cortright and Miss Gertrude Hixon.

OBITUARY.

GEO. W. SCHERMERHORN, of Syracuse, N. Y., died of Pneumonia on February 3, aged fifty-three. He was born in Truxton, N. Y., and came here from Cortland in 1896 to assume the management of the Syracuse Crockery Co. Later he became manager of the crockery department of R. A. Stowell & Co. In 1909 Mr. Schermerhorn organized the Central City Crockery Co., of which he was president at the time of his death. He was a member of the Chamber of Commerce and the Rotary Club. He is survived by a widow.

Charles Valkmar, one of the first art creamist in this country, died from pneumonia February 6 at his home in Metuchen, N. J. He was born in Baltimore, August 21, 1841. Mr. Volkmar studied ceramic art in Paris from 1861 to 1879. He is said to have been the first artist in this country to paint underglaze on tiles.

You can increase your profits with a cost system.

W. E. LANGDON,

Certified Public Accountant. Efficiency Engineer.
Resident Pittsburgh Representative.

Harrison Building, Columbus, O.

AVENIR LIMOGES CHINA

F. W. JENKINS & Co.

*The Hall Building
Springfield
Massachusetts*

*Park Avenue Hotel
New York
until Feb. 14*

Mr. Volkmar was a member of the National Arts Club, National Society of Craftsmen, the Chicago Society of Etchers, the last surviving member of the old Charcoal Club and was for many years president of the New York Society of Ceramic Art.

BUSINESS BRIEFS.

The Susquehanna Cut Glass Co. of Columbia, Pa., have recently enlarged their plant, doubling their output.

The Independent Five & Ten Cent Stores, a New York corporation were incorporated in Illinois with a capital of \$1,000,000.

The M. Herbert Co. has been incorporated with a capital of \$10,000. The incorporators are Max Herbert, S. Wellenstein and Samuel Neuwirth.

The Waldorf Housefurnishing Co. has been incorporated at Grand Rapids, Mich with a capital of \$10,000. Mr. C. H. Choate is the principle stockholder.

The National Lightnig Fixture Mfg. Co. has been incorporated with a capital of \$10,000. The incorporators are Ben Kaplan, Albert Eteper, L. C. Kurchenoff, New York.

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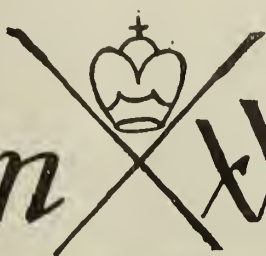
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Rosen  thal

announces a beautiful
Selection of New Patterns
and A new Shape & exten-
sive Line of Dinnerware
from Aronach.

 Theresienthal
announces A new Line
of beautiful Vases in
progressive styles & colors.

Graham & Zenger, Inc.
104 Fifth Avenue New York.

The May Department Stores Co., Cleveland, O., has declared the usual quarterly dividend of $1\frac{1}{4}$ per cent on its common stock, payable March 1 to holders of record February 16.

Judge Hand has confirmed a composition of Isidor Himler, 5, 10 and 19 cent store at No. 112 Amsterdam avenue, with creditors at 35 cents on the dollar cash. Liabilities were \$23,247.

At the annual meeting of the Findlay (O.) Cut Glass Co., the following officers were elected; President, F. G. L. Warner; vice president, J. L. Randall; secretary, W. W. Warner; treasurer, H. F. Hartman.

Shartenburg & Robinson, of New Haven, Conn., announce that they will erect a new building, 125 feet by 137 feet that will cost about \$300,000 to take the place of the one they now occupy and have it in operation by the first of October.

The F. W. Woolworth Company reported that gross sales of \$66,228,072 had been made in the fiscal year ended on Dec. 21, a gain of \$5,670,305 over the preceding year. Net income was \$6,461,118, an increase of \$1,046,320, and the equivalent of 10.82 per cent on the common stock, after making allowance for the preferred, as compared with 8.72 per cent in 1912. A surplus of \$2,661,118 was left after paying dividends. This was a decline of \$703,680 from the record of 1912, a recession accounted for by the fact that the common stock dividend was increased last June from 4 to 6 per cent.

LA PORCELAINE LIMOUSINE

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LIMOGES
FRANCE

Formerly



M. REDON.

LIMOGES CHINA.

ALFRED G. MOMENT,

AGENT,

25 West Broadway, New York.

Ready for 1914.

Our "GLENORA" Dinner Shape.

Made in a *Semi-Vitreous China Boay*. Was a decided success last season, and we will continue it this year.

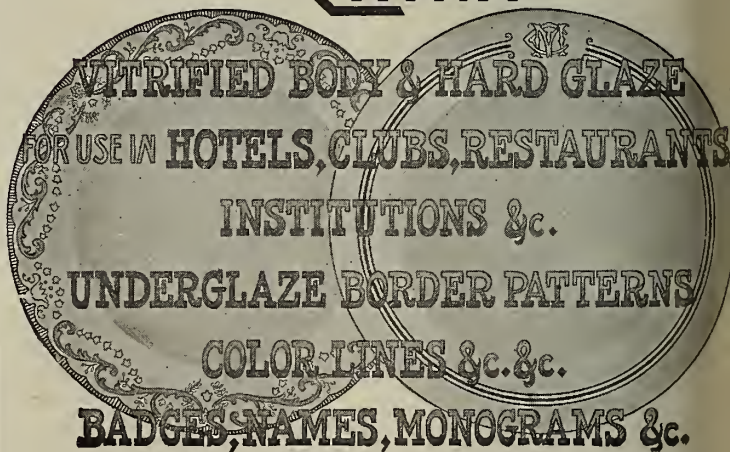


New treatments, some of which are exclusively controlled by us, are being used, together with former successful patterns. Many specialties and assortments are ready. *Get in touch with us!*

Cartwright Bros.,

EAST LIVERPOOL, OHIO.

MAYER CHINA



SOLD THROUGH THE TRADE

CORRESPONDENCE INVITED

THE MAYER CHINA Co.
BEAVER FALLS, PENNA

CROCKERY and GLASS JOURNAL

NEW YORK, FEB. 19, 1914.

THE CONDITION OF BUSINESS.

New York The Import business is good. The usual number of buyers are here and almost without exception they are taking more than goods than they did last year. The big snowstorms of Saturday and Monday interfered materially with business for a while owing to the congested nature of the streets it was almost impossible to get about, but in spite of that the sales aggregated fairly well and with the lifting of the embargo trading went on briskly.

Local agents of the domestic factories complain that they are not doing any to well. These salesman are dependent largely on New York city trade, and the department stores in Greater New York are not buying liberally yet.

English earthenware is selling just a little bit better than last year. Rather a peculiar condition exists regarding china, some importers reporting a good demand for high grade goods while others say the medium and lower priced are selling better.

German dinnerware, which includes the new Austrian makes, is selling well and in some cases there is a fair demand for fancy goods, but the expected increase for ornamental stuff is not as great as was expected.

The demand for french china is a little greater than it was last year, particularly in high grade goods and as there was a big increase in 1913 over 1912 importers are doing well when they go over last year sales.

Japanese goods are selling freely and it looks now as if the big houses would be filled up before many weeks.

The American potters report a rushing business with orders booked sufficient to carry the most of them through the summer.

Pressed and blown glass is in active request at the factories but the local demand is light. In cut glass while some cutters report a good business, in the aggregate business is slow, the principle call being for floral designs rather than for mitre cuttings.

Dolls and toys are in active demand and importers report a big business.

Retail trade in and around the Metropolitan District has been slow. The difficulty in getting about, occasioned by the unusual fall of snow, has prevented shoppers from visiting the warerooms. In the suburban district near the city the snow has also prevented brisk trading.

The snow is not an unmixed evil. It has put a warm blanket over the wheat growing districts and has been of inestimable value to crops.

General business all over the country is improving and while there is much talk around New York about the unemployed the conditions are much exaggerated. There is always an influx of ne'er do wells to this city in the winter and the action of the city authorities in providing food and lodging for men out of work have brought a host of the chronic idle here. There is a demand for good labor and the fact that advertisements for help bring but few applicants shows that the army of unemployed in New York is composed largely of people who will not work if they can get food and lodging for nothing.

Pittsburgh and Vicinity

Glass manufacturers throughout this section, continue to report good business. Jobbers are buying on a very liberal scale. The department store trade, is somewhat quiet, however, buyers in the latter are rather optimistic, and charge present apathy in retail sales to the weather. Packers goods are reported very fair.

East Liverpool and Vicinity

Instead of complaining about a lack of orders, pottery manufacturers in this centre rather tell of the immense volume of orders now on the files. It is asserted that not in years have the plants been so active at this season of the year as at present.

SAN FRANCISCO AND THE COAST.

IMPORTERS are rushed at present receiving and getting their samples ready for the opening of the import season on March 1. General satisfaction is expressed in the many new and original numbers among the season's offerings.

M. J. Schloss is calling on the trade in the southern part of the State in the interest of the Schloss Crockery Co.

B. F. Heastand, coast manager for the Fostoria Glass Co. and the Smith-Phillips China Co. has just returned from a successful trip in southern California. He expects to sail for the Hawaiian Islands, on March 10.

Mr. Lowengardt, of M. Seller & Co., Portland, Ore., is visiting the American Import Co. here this week, in which he is interested.

J. Lee Richards, manager of the crockery and glass department and allied lines at Hale Bros., is not expected home from the East for several weeks. Much interest is reported in the February housefurnishing sales at this store.

Leo Himmelstern of Himmelstern Bros. says their import lines are stronger than ever before. He is optimistic over prospects for a big season.

Arthur Kidd is back at the Marsh & Kidd headquarters here after booking orders in southern California for the new patterns of the Duncan-Miller Glass Co.

E. D. Clarabut has improved the appearance of his sample rooms by the installation of new wall cases for the display of his cut glass samples. He has made various trips to near-by points since the first of the year, and reports business starting off encouragingly. The new light cuttings of the Corona Cut Glass Co., Toledo, O., he says, are meeting with strong favor, as well as the new primrose, mitre and floral designs from

the Crystal Cut Glass Co. He also reports good business with the new designs in lamps and shades from A. H. Notman & Co. and the International Shade Co.

Mr. Ivery, representing Whaley & Co., New York, and other firms, was a recent visitor to the San Francisco trade.

E. L. Tufts, Jr., formerly located on Ellis street, has moved to 730 Mission street, where he has fitted up convenient quarters for the display of soda fountain supplies.

C. Kutz has just returned to headquarters after calling on the trade in the southern part of the state in the interest of the Plume & Atwood Manufacturing Co. and the American Ring Co. with very good returns.

E. B. Hill spent two or three days in San Francisco the past week, booking orders for the A. H. Heisey line, and then left for Los Angeles.

C. Cheney, representing the Libbey Glass Co., is visiting the local trade this week.

Word has been received that R. H. Smith will be here soon on his regular trip for S. A. Weller.

A. A. Otte, coast representative of the Pittsburgh Lamp, Brass and Glass Co., left for the southern part of the State the first of the week, and Clifton Lewis, his assistant, is making his trip through Arizona, Texas, Colorado and New Mexico.

A company has been organized at Eureka, Cal., for the manufacture of a pinless clothes line, the invention of L. C. Hawley. The officers are E. G. Pluke, president; W. L. Perrott, vice-president; L. C. Hawley, secretary and treasurer. The company is capitalized at \$5,0000.

FRENCH POTTERS PROTEST.

OUR European advices state a deputation of French china manufacturers visited the Minister of Commerce at Limoges, France, last week to protest against the action of the American Government relative to the charges of undervaluation recently made against the New York importers. Mr. Charles Lamy, president of the Limoges Chamber of Commerce, affirmed that the United States Government is deliberately breaking the agreement made between the United States Treasury department and the Limoges Chamber of Commerce and said that the dignity as well as the commerce of France required prompt and resolute action in the matter by the French Government. The Limoge manufacturers say they are determined to bring their grievances before the Chamber of Deputies when the appropriation for the San Francisco exposition is under discussion and will endeavor to defeat it unless the United States Government gives them redress.

THE METROPOLITAN MARKET

ALTHOUGH Thursday was a legal holiday all the wholesale houses were open and were busy all day. It was bitterly cold, consequently there were no allurements to go pleasuring and being uninterrupted, buyers placed their orders leisurely and intelligently. It was one of the best days for sales so far this season.

Henry Creange, Inc., has met with instant success with his Ginori lines and the Aynsley china has been a revelation to the trade. The Old Abbey goods, in Chantilly effects, are very beautiful and are fully appreciated by buyers.

Herman C. Kupper is showing the strongest line of medium-plates from Chas. Ahrenfeldt that he has ever produced, that factory being noted for fine and medium-priced service plates. Some remarkable effects are produced in four and five color decalcomanies that have the appearance of seven and ten color prints. A particularly attractive pattern shows a double gold narrow border with old service roses in panels. Another has a gold border with a bunch of old Sevres roses in the centre.

An exhibit that is brimful of items of interest, is being made by Justin Tharaud, sole agent for the United States and Canada for L'Union Ceramique china. The dinnerware is shown in many original shapes and unique decorations, new arrangements of both narrow and wide borders in rich acid gold, enamel and other treatments. The display of specialties consisting of many novelties is another important item. Mr. Tharaud also has samples from two other French concerns which he will represent in this country, one is a strong line of fancy pieces, showing some antique reproductions, in which old Lowestoft figures prominently. The other shows some excellent examples of French earthenware dinner sets. In both style and decoration they will appeal to the most exacting. This is the first time that these lines have been shown in this country.

One of the lines included in the Cut Glass Products Co., represented in the United States by C. H. Taylor, which has created a very favorable impression in the

trade, with its strong line of jugs and tumblers to match is the Rochester Cut Glass Co. Innumerable patterns and shapes are shown in mitre and combination floral and mitre cuttings.

The Smith-Phillips dinnerware patterns were never prettier or ever shown in such a large variety as this season, and in combination with the popular "Princess" shape which seems to have been made especially for each design makes a line of unusual attractiveness. H. Benedikt, New York sales manager for the concern, is displaying the complete assortment at his showrooms. Included among the particularly dainty patterns is the "La Fortuna" showing a coin gold laurel wreath and the "Colorado" a floral design in festoon effect.

Exceedingly good taste characterizes the whole line of new samples in Cauldon china which Edward Boote, the concern's American representative, is displaying. There is a certain refinement in the Cauldon productions that gives them an air of distinction. The patterns show some very original conceptions among them being a rich service plate with a wide border representing an Italian garden which is used with excellent effect, then there are some quaint patterns in both brilliant and subdued colorings. The large and varied assortment of dinner and tea ware, rich service plates, cups and saucers, etc., are shown in a corresponding price range that makes it a line of especial interest.

E. Torlotting, the United States sales agent for the St. Louis Crystal Glass Co., is showing some beautiful new samples from this concern, among them being one of the most fascinating patterns that has been turned out by the factory in some time. It is shown in a full line of stemware and numerous novelties, the shape is one of its main attractions which is called the "Thistle" and the different pieces are made to conform as nearly as possible to this flower or plant. The decorations is a wide heavy gold encrusted band beautifully etched in a dainty pattern the goblet stems and the lower part of the bowl are prettily cut and in combination with the exceptional quality of optic crystal are an exceedingly rich line. Mr. Torlotting is also displaying other exquisite

new stemware designs in rock crystal, as well as some very fine plate etchings.

More exquisite examples of artistic china has seldom been shown than the present display of 1914 samples in "Coalport" and from the potteries of Geo. Jones & Sons, F. Winkle & Co. and W. A. Adderly which completely fill the spacious showrooms of John Davison, Inc., the sole agent in the United States. The Stevens & Williams rock crystal also represented by Mr. Davison shows scores of sumptuous new patterns in table service ware.

At the sale of Azuz Khayat's collection of ancient glass and potteries held at the Fifth avenue auction rooms last week Enrico Caruso, the tenor, purchased for \$230 a Sidonian bottle.

Richard Kohn, until recently sales manager for the J. D. Bergen Co., has leased the corner store building and basement at 44 Park Place formerly occupied by the Roseville Pottery Co. It is Mr. Kohn's intention to fit the store up and move in as soon as the alterations are completed. He will represent the J. J. Niland Co., Meriden, Conn., and other lines to be announced later.

Strobel & Wilken Co. are making a specialty of Austrian dinner ware and are showing a pattern number X710 which is one of the best things on the market this season.

Max Herbert has just announced that he has leased the store and basement at 8 Twenty-second street, and will remove to his new quarters about May 1.

AT CHICAGO.

WM. DARDEN, has taken the local representation of the Cambridge Glass Co., and the Standard Pottery Co. associated with him is T. C. Lorenzen son of Jenz Lorenzen of Davenport Ia. These lines they have added to the Warwick China Co.'s line. They will make the northwest as well as Chicago. They have taken the rooms of Cambridge Glass Co., 30 E. Randolph st.

John West, buyer for the Powees Mercantile Co., Minneapolis, was a recent visitor in Chicago, on his way to New York and other Eastern points.

E. A. Peck, general manager of the Phoenix Glass Co. New York, visited the local office of the company here last week.

J. A. Jacobsen, manager of the Chicago office of the Consolidated Lamp & Glass Co., has returned from his trip to Central America and last week made a trip to New Orleans and Southern points.

Wm. A. Mentzer, of the Piaget Co., is making a trip to southern points.

Charles L. Patterson, manager of the China and art departments of Carson, Pirie, Scott & Co., heralded the arrival on last Sunday, February 15th, at his house of a boy.

Michael Schwarz, factory man for Edward Miller & Co., Meriden, has been visiting with Al. Brunn, the local manager for the company for the past week or so. Both gentlemen left recently on a trip to Denver and Western points. Mr. Schwarz will visit the Pacific Coast and all Western branches of the company.

John Jonas will cover this territory during the coming season for George H. Bowman Co.

Clyde Reasner, of Kelly & Reasner, made a trip to Milwaukee last week.

W. C. McCartnery, of the Cambridge Glass Co. Cambridge, Ohio, was a visitor last week at the Chicago office of the company.

Mr. Bernall buyer for the Simmons Hardware Co. St. Louis, was in Chicago recently on a buying trip.

Walter S Andrews made a trip to Milwaukee last week.

A folder has been gotten out by Messrs. E. C. Beltz, M. P. Wessling, C. D. McChesney and W. G. Minnemeyer. all of whom office at 180 N. Dearborn st. and believe in co-operation. The folder announces that the following lines of goods are represented and on display: General Stamping Co., Monarch Aluminum Ware Co.; M. Lowenstein; Frank & Co.; East Liverpool China Co.; Castrucci Co., J. B. Timberlake & Sons Hocking Glass Co.; Diamond Co.; Diamond Glass Co. Brush McCoy Pottery Co.; also some cutlery and hardware lines.

Peter C. Rinken buyer for the crockery department of the Boston Store is making a buying trip to New York.



A. L. OSBORNE.

JOTTINGS FROM BOSTON.

FRANK FRENCH, buyer of china and glass for the Boston Co., of Manchester, New Hampshire, together with his assistant Henry J. Martin, were in Boston, Tuesday on their way to New York. They are telling a story of how the company is meeting the present situation. They have secured a permit for a temporary structure of one story to be erected on the "common" ninety-six feet front by two hundred and twenty feet in depth, and this on the city main thoroughfare may properly be termed "Business Enterprise" in caps, it is confidently expected to put the building into commission by March 5. The new building, which probably will be six stories in height may take a year to complete. The old building destroyed by fire had about sixty-six thousand square feet of floor space, while the new building will provide for a floor space of one hundred thousand square feet. The Boston Co. has kept its force intact, and on the payroll the opening of the temporary store will thus find an experienced and tried force in all departments ready to meet the demands of trade.

Boston interests not connected in any way with the former management are negotiating to effect a reorganization of the Henry Siegel Co., of this city. The plan concerns the local store only and has progressed so far that there is reason to look for success. J. M. Hartfield, of New York, counsel for New York creditors of a considerable volume of claims, remained over here after attending Monday's meeting of creditors in the Bankruptcy Court (which was postponed until next Saturday). Should it be represented that there is a strong enough movement on foot for reorganization, the referee may see fit after trustees are named to delay action on a sale of the assets until such time as is necessary to complete plans. With reorganization in view, there may be a change in the lineup for trustees, differing from those having the support of a substantial number of banking and merchandise creditors. Many of the merchandise claims are receiving the attention of persons who believe that objection may be made that will cause unfair shrinkage in the real values. Creditors will be able to realize more from reorganization than if the property be sold under other conditions, it is claimed. At the meeting it was said by Jacob N. Rosenberg, representing receivers of the Siegel stores, that claims of the other Siegel stores against this one would exceed \$1,000,000.

The annual election of the officers of the Houghton & Dutton Co., Mutual Relief Association resulted in the following being named as officers: president, Charles F. Vedder; vice president, W. R. Richards; treasurer, S. H. Thurber; recording secretary, William McNamara; financial secretary, Miss B. Dyer; board of directors, Miss Katherine Barry, assistant to James J. Hanning, china, glass and kitchen furnishings buyer; Miss K. Breslow, Miss V. Connor, Miss E. Young, Harry Corbin, T. J. Linehan, Neil McColgan, J. Thomas and G.

H. Walker. The association now has about 1000 members, 150 having been admitted on election day.

Miss Katherine Lugin, buyer of toys for the Jordan Marsh Co., sailed on Tuesday for Europe where she expects to secure many novelties during her three months' absence.

W. & A. Bacon have not finished adjusting their insurance because of the bad weather. The firm has made plans, however, to start rebuilding.

The Worcester Floor, Wall & Tile Co., of Worcester has been incorporated with \$10,000 capital the incorporators are Carl Dodge, Herbert E. Bullard and Lincoln Potter.

The educational department of the R. H. White Co., under the direction of Miss Alice C. Godin, held an exhibition the other day to aid the salespeople in studying goods which they sell, proper methods of displaying them, etc. Frank W. Tully of White's publicity department and Mrs. Tully have returned from several weeks in the South.

R. D. Waters, one of the merchandise managers of the Jordan Marsh Co., has sailed for Europe and will visit all of the countries from which the crockery, glass, kitchen furnishings, and other departments select their goods.

A branch of the city's continuation schools has been opened in the store of the Gilchrist Co., with twenty-two junior employees in the class. Miss Elizabeth N. Keneally is the teacher appointed for this work.

The Smith-Patterson Co. Benefit Association held its annual party Monday night in Howe Hall. President James Kingman, vice-president; Harry L. Reynolds, treasurer; George W. Saunders, secretary; D. Joseph Manning had charge of the arrangements. The floor directors were: Edwin Lyons, Henry E. Tabb and Miss Mabel F. Bruso.

Despite one of the worst storms for several years and the consequent bother to travelers on account of transportation tieups, the number of buyers in this city has been the largest for several weeks and some excellent orders have been booked by the trade. Among those reported were: James Hogan, of Shartenberg & Robinson, Pawtucket, R. I.; Will Cummings, David Harley Co., Pawtucket, R. I.; B. A. Twitchell, R. A. McWhirr Co., Fall River; Michael J. Ryan, the Bon Marche, Lowell; F. H. Lamson, Exeter, N. H.; J. A. Donovan, Robertson-Sutherland Co., Lawrence; E. B. McBeth, E. S. Brown Co., Fall River; C. L. Rice; Rockland; A. L. Rand, Plymouth, N. H.; C. R. Coulthart, C. R. Rogers, Gouverneur, N. Y.; Mr. Moore, Moore Bros., Plymouth, Mass.; A. C. Haines, C. Dorflinger & Sons, New York; Harry G. Mills, Homer Laughlin China Co., Newell, W. Va., and F. W. Fisher and W. F. Nelson, F. E. Nelson Co.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday

BY

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, FEB. 19, 1914.

THE MANY-SIDED BUSINESS.

IT is doubtful if any business is so many-sided as the one represented by this journal. The dealers who buy and sell the everyday articles of commerce have little or no conception of antiques and art objects. The whole sale importers do not come in contact with the very rich and expensive wares, and though they may have handled pottery for years could no more form an idea of the value of some of the special articles that are made than they could of a blue diamond. Even our exclusive retail dealers do not handle the very best class of goods—the rare, unique and antique. Pottery may be found in the homes of the nobility in Europe, or the very rich in America, that our dealers would not presume to buy. As a matter of fact, the makers would not show their product, knowing that the dealer has no market for them.

Of course the ordinary retail dealer is not concerned about such things. He buys and sells those pieces that the average man wants in his home. And he may handle a fairly fine grade of ware for years and still know little or nothing about the real merit of the goods. To him they are merchandise only—wares that he can buy for a dollar and sell for a dollar and a half. It is not meant by this that he is utterly deficient, but that his knowledge is limited. He has been content for year's to buy and sell the kind of goods his trade has taken because it is easy to make a fair living without bothering about the scientific and aesthetic sides. How many times merchants are heard to say that they do not carry a better line of pottery and glass because the community cannot or will not buy them—another man

opens up with high grade goods and eventually takes their trade?

But aside from the purely artistic pottery referred to above, there is much to learn about the goods in which he does deal. In no business is knowledge more valuable, and it behooves every dealer who aspires to move than the merely commercial part to acquaint himself with its many phases.

PERSONAL.

THE senior partner of Osborne, Boynton & Osborne, Archibald L. Osborne, Detroit, Mich., has severed his connection with that firm, having sold his entire interest to his former partners, Geo. H. Boynton and Harvey L. Osborne. Mr. Osborne has accepted a position as wholesale manager with the Kinney & Levan Co., Cleveland, O., and will enter upon his new duties on February 16. Mr. Osborne began as a boy with Kinney & Levan soon becoming so proficient a traveling salesman that he was taken into the house to become store manager, where he continued with great success until 1908 when he became associated with his brother (who was at that time a traveling salesman for Kinney & Levan) and Mr. Geo. H. Boynton, organizing the firm of Osborne, Boynton & Osborne for the purpose of acquiring the business of Jenness & McCurdy, of Detroit, Mich. Mr. Osborne is a man well known to the crockery trade, and will handle his new position with great credit both to himself and to the Kinney & Levan Co.



After spending several days at the New York office of the concern the latter part of last week H. C. Fry, head of the H. C. Fry Glass Co. left for a pleasure trip of several weeks which he will spend in Sea Breeze, Florida. J. H. Fry, the vice president of the concern, accompanied his father to New York.



Mr. Taft, of Taft & Pennoyer, Oakland, Cal., is one of the buyers from a distance in town this week. He expressed himself as well pleased with business conditions in his section of the country.



Kenneth P. Lockitt, who covers territory in New York, Pennsylvania, Ohio, West Virginia and part of Maryland for C. Dorflinger & Sons, starts on his first trip for 1914 on Feb. 21.



Wm. M. Friedlander, representing Oscar O. Friedlander, returned on Friday after spending two weeks calling on the trade in Washington, Baltimore and Philadelphia.



Several southern buyers arrived in town on Saturday, just in time to be greeted with the snow storm they immediately prepared to finish their business up

as quickly as possible and get back to the land of sunshine and flowers. Leroy M. Freeland, of the J. B. White Co., Augusta, Ga., is one who says he utterly fails to appreciate the beauty of a snow storm.



Joseph Vallin of the Imperial Art Glass Works, who has been ill for some time left the first part of the week for Mt. Clemens, Mich.



Henry Wolff of Hausmann & Wolff, manufacturers of the "Elite" line of lamp shades, etc., London, England, was a caller in the District this week.



W. S. George, head of the W. S. George Pottery, Palestine, O., and Cannonsburg, Pa., left for home on Tuesday after spending several days here on business for his concern.



T. R. Crock, sales manager for the Tarentum Glass Co., Tarentum, Pa., returned to the factory on Thursday after conferring with W. F. Rood, the local sales representative for the firm.



W. L. Smith, Taylor, Smith & Taylor, East Liverpool, was in New York this week conferring with W. C. Lynch at the Grand Hotel where an exhibition of their lines are being held.



Mr. Eadie, buyer for Henry Birks & Sons, Ltd., Montreal, Can., spent a few days in the market here prior to his sailing for Europe last Saturday.



Robert Goodwin, Memphis Queensware Co., Memphis, Tenn., sailed for Europe on the 12th accompanied by his wife.



E. H. Peck, sales manager for the Phoenix Glass Co., will return on February 26 from a two weeks trip.



H. B. Whitney, representing the Phoenix Glass Co. will make a short preliminary trip through the East starting about March 1.



Max Herbert will sail for Europe on the Kronprinzessin Cecile on Saturday. He will be away several weeks and will exhibit his line of glassware at the Leipzig Fair.



A. F. Tepe, representative for Hugh C. Edmiston, has just returned from a trip through the New England States and will start out again next week on a short trip which will take him as far as Richmond, Va.



R. D. Ross, St. Stevens, New Brunswick, with his wife have been in the city for the past week buying on import. They left for home on Thursday night.



Leo Moses, buyer of glass, pottery, china, toys and pictures, for the new Kaufman-Baer store, will have for his assistant, Mr. Gilmore, who has been associated

with him in a similar capacity in the Boston store at Milwaukee.



T. R. Crock, with the Tarentum Glass Co., was visiting the New York office this week. He brought with him some new samples of indirect lighting which are particularly good.



F. O. Shattuck, New England representative of Geo. F. Bassett & Co., came in town this week to see the visiting trade. He will be here the balance of the week.



Louis Hinrichs, buyer for L. Straus & Sons, will sail for Europe leaving one o'clock Saturday morning on the Kronprinzessin Cecile.



James P. Gordon, representing Jones, McDuffee & Stratton is showing their lines at the Imperial Hotel.



T. T. Fryer representing the Tajimi Co. of New York, is at the Colonial showing a number of new effects in Japanese ware.



Frank R. Martin with the Cowell Hubbard Co., Cleveland, O., arrived in New York on Thursday. He sails for Rotterdam on the New Amsterdam next Tuesday.

IN THE PUBLIC SCHOOLS.

FOR many years the Holiday Number of the CROCKERY AND GLASS JOURNAL has been read in a high school in Cleveland, O., as a text book and now it has been taken up by the Board of Education in New York. On Feb. 27 Joseph P. Carney will lecture on Ceramics in the Curtis High School in this city and will use articles published in our last Holiday Number together with stereopticon pictures taken from that issue.

TRENTON POTTERY TO CLOSE.

AFTER having been operated about sixty years for the manufacture of pottery the Etruria plant of the Cook Pottery Company is to be closed down within three weeks. The factory located at the corner of North Clinton and Perrine avenue, was built by the firm of Bloor, Ott & Brewer. Later Ott & Brewer operated it and then came the Etruria Pottery Company, the latter of which was succeeded in 1892 by the Cook Pottery Company.

The plan of Mr. Cook is to transfer the manufacture of general ware from the Etruria plant to the Prospect Hill works and to abandon entirely the production of hotel china.

Mr. Cook could not be found to make an official statement concerning the change nor to answer a query as to the probable future of the Etruria plant.

OBITUARY.

MEYER SANFT, a member of the jobbing firm of Sanft Bros., 290 Bowery, died very suddenly of heart trouble at his home 107 East Tenth street on Feb. 12 at the age of fifty-five years. He had been in the business for twenty-eight years, which was established soon after he came to this country from Roumania. He leaves a widow, three sons and a daughter. Two of his sons, Joseph and Henry, have been members of the concern for some time and will continue the business with the other members of the firm.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

- S J Nealis, hf, Gamble, Desmond Co, New Haven. 129 West 27.
- W C Hoffman, hf, and P Reilly, t, Schuneman & Evans, St Paul. 220 Fifth ave.
- H G Euwer, hf, J N Euwer's Sons, Newcastle, Pa. 41 Union sq.
- F C Day, hf, c, Montgomery Fair, Montgomery, Ala. 214 Church.
- H Greve, t, The Fair, Chicago. 225 Fourth ave.
- L M Freeland, hf, c, J B White Co, Augusta, Ga. 214 Church.
- W J Stuart, c, Kennedy-McLeod-McArthur Co, St Paul. 17 East 22.
- G Monroe, hf, Kaufmann & Co, Colorado Springs. Claridge.
- Miss M Springer, t, Hale Bros, San Francisco. 50 Union sq.
- P Kinkin, c, g, and W Fergus, hf, Boston Store, Chicago. 114 Fifth ave.
- B McManamon, hf, Garbode, Eiband & Co, Galveston. 79 Fifth ave.
- G H Charlton, hf, Jones Store Co, Kansas City. 214 Church.
- S S Kerr, hf, T H Chapman Co, Milwaukee. Bonta.
- E Bonnett, t, D H Holmes Co, New Orleans. 19 East 26.
- J L Richards, hf, Hale Bros, San Francisco. 50 Union sq.
- Miss K Walker, t, Stix, Baer & Fuller D G Co, St Louis. 71 West 23.
- E F Kuhn, c, g, W L Milner & Co, Toledo. 20 West 22.
- E W Merrill, N E Furn and Carpt Co, Minneapolis.
- E A Rood, Foster Stevens & Co, Grand Rapids. McAlpin.
- L Feigenbaum, t, California Toy & Notion Co, San Francisco. 61 West 23.
- David Magee, Martin & Naylor, Gloversville, N Y. 60 West 33.
- Frank Krenning, Krenning-Westermann China Co, St Louis.
- Mr Gates and Mr Tice, Tice & Gates, Rochester, N Y.
- Arthur Wheelock, G W Wheelock & Co, South Bend, Ind.
- Mr Otto Reiman, Boutell Bros, Minneapolis.
- C H Beidelmann, H B Graves, Rochester, N Y. McAlpin.
- Mr Harper, San Antonio Drug Co, San Antonio, Tex.
- L Herman, Danville, Va.
- Mr Dulin and Mr White, Dulin & Martin, Washington, D C.
- J A Armstrong, J N Adam Co, Buffalo. 214 Church.
- T C Loveless, London Crockery Co, London, Ont.
- O W Clayton, hf, c, Castner, Knott D G Co, Nashville. 214 Church.
- W B Stanton, hf, Stewart & Co, Baltimore. 214 Church.
- F Knodler, hf, Root D C Co, Terra Haute, Ind. 214 Church.
- C H Baxter, hf, c, J Bacon & Sons, Louisville, Ky. 214 Church.
- L M Freeland, hf, c, J B White & Co, Augusta, Ga. 214 Church.
- J H Tyroler, c, g, W L Milner Co, Toledo. 20 West 22.
- C A Dahlgren, hf, Rothschild & Co, Chicago. 215 Fourth ave.
- G Louis, t, Woodward & Lothrop, Washington, D C. 334 Fourth ave.
- K K Dennison, hf, J D Purcell Co, Lexington, Ky. 70 Franklin.
- C E Alexander, hf, Gradin Merc Co, Durango, Cal. Hermitage.
- E D Stauffer, t, May Co, Cleveland. 71 West 23.
- F Monte, hf, G Fox & Co, Hartford. 320 Church.
- W C Schaefer, hf, M Schultz, Lafayette, Ind. 1161 B'way.
- M C Thiell, hf, Stone-Fisher Co, Tacoma. 20 West 22.
- J L Lynch, hf, c, Stewart D G Co, Louisville. 214 Church.
- T H Meriman, hf, t, Dayton Co, Minneapolis. 79 Fifth ave.
- Mr Rickhoff, Lima Tea Co, Lima, O. Herald sq.
- C H Fuller, C F Jackson Co, Findlay, O. McAlpin.
- G Roantree, Roantree China Co, Quincy, Ill. Martinique.
- G B Brooks, S G Iszard Co, Elmira, N Y. Martinique.
- J Aloe, Sherwood Co, Ltd, Regina, Can. Collingwood.
- P Luger, Luger Furn Co, Fargo, N D. Breslin.
- F Fleischman, I Freimuth, Duluth, Minn. Algonqutn.
- J A Rayhill, J Bressmer Co, Springfield, Ill. Imperial.
- A Butchart, Panton & White Co, Duluth. Prince George.
- J G Burns, Stone & Thomas, Wheeling.
- Nelsan H Smith, Smith & Chick Co, Lexington, Ky.
- Miss J I Mann, c, g, Marshall Field & Co, Chicago. 104 Worth.
- J O'Connell, c, A Stowell & Co, Boston.
- R H Stearns and G H Wood, R H Stearn & Co, Boston.
- Wm Brand, McAlvey Co, Youngstown, O. Woodstock.
- S M Kominers, hf, c, H Straus & Sons Co, Louisville. Longacre.
- A F Brockman, hf, The Fair, Chicago. 225 Fourth ave.
- E W Howard, t L Hammel D G Co, Mobile, Ala. 71 W 23.
- R Frankston, hf, c, J Gutman & Co, Baltimore. 200 Fifth ave.
- J C Olds, hf, and A R Palmer, t, Olds, Wortman & King, Portland, Ore. 432 Fourth ave.
- W O Day, hf, t, Miller & Rhoades, Richmond, Va. 55 White.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

Stationery engineers employed in the potteries in this city, Newell and Chester, W. Va., have "gone after" the manufacturers for an in-

crease in wages, the "demands" were laid on the table until July 1.

* *

Additions to the line of the Hall China Co. continue to be made, this week an oval and a round casserole were added to the vitrified china cooking ware. These two items are for handled metal frames. F. I. Simmers, in charge of the sales department of this concern, is now in the eastern territory.

* *

George C. Thompson, of the Thompson Pottery Co., accompanied by his wife, have gone to New Orleans by rail, to attend the Mardi Gras.

* *

T. A. McNicol, of the Potters Co-Operative Co., left last Saturday for an extended business trip through the Southwest.

* *

The only buyer reported in the district last week was Mr. Barron, of the Barron Crockery Co., of New York. It is expected, however, that some western buyers who are now in New York, will stop here on their return home.

* *

The Sebring Pottery Co., of Sebring, O., which was an original East Liverpool corporation has changed its name to that of the Sebring China Co.

* *

In an agreement entered into by the West of England and Great Beam Clay Co., Ltd., and their workers (members of the Workers' Union), rates of pay for clay breakers and washers have been fixed at 7d. per hour, and 3½d. per hour in the event of work being stopped through wet weather. If, by reason of wet weather, the workers' wages in any one fortnight fall below £2 5s, the company undertakes to pay the difference to bring the amount up to £2 5s. The agreement is to be in force for three years—from February, 1914, to February, 1917. Failing any settlement of a question that might arise, it will be referred to the arbitration of the Board of trade, and such decision shall be final and binding on both parties. The union officials

state that if the men show any disposition to break the agreement, the union would take the side of the company against the men.

* *

Open stock patterns on the plain "Princess" dinner shape of the Smith-Phillips China Co., are having an excellent movement this season, especially those which were placed before the trade in January.

* *

Since the establishment of the insurance feature in the National Brotherhood of Operative Potteries' organization, 132 death claims have been paid, the majority of which, were for \$200 each.

* *

Workmen were unable to finish the new offices of the E. M. Knowles China Co., at Newell, W. Va., this week, so there will be some delay in moving from Chester to Newell. The general business office and sample room will be established here as soon as possible.

* *

The Great Western Pottery Co., of Kokomo, Ind., has announced that \$12,000, of the preferred stock of the company has been redeemed and that the same amount has been issued as common stock.

* *

An invention which is believed will revolutionize the stoneware pottery industry; has been perfected by Wilson Burley, superintendent of the Keystone pottery, at Crooksville, O. Patents have been secured by the inventor. Mr. Burley's idea is original and deals with a quick way of burning stoneware.

* *

Said C. L. Gray, general manager of the Colonial Pottery Co., "trade with this concern was never so good as it has been during the last two months."

* *

The addition of a new glost kiln now being built at the French China plant will give that company twelve kilns and add greatly to the capacity of the pottery. With the eleven kilns now in use the company is making fourteen glost kilns every two weeks and with this additional kiln in operation the output will be increased to sixteen glost kilns per day. In addition to the above a sample room is being made and a new office for the

president, O. H. Sebring, has just been completed. The company is now averaging six decorating kilns per day.

Within six weeks the Bohemian Art Pottery Co., at Falls Creek, Pa., will start the manufacturing of a cooking ware line, under the direction of J. B. Yowell, a well known ceramist. The pottery is owned by a concern headed by W. J. Lytle, of Pittsburgh, Pa.

The Shenango China Co., at New Castle, Pa., is running to its full capacity. Skilled labor is scarce, while common laborers are in abundance.

AT THE GRAND HOTEL.

W. ECKLAND is making a very large display of cut glass from the Central Cut Glass Co. occupying two large rooms. He brought fifty trunks of samples which include a long list of new patterns. He is assisted by Tracy Bergen.

W. C. Lynch is showing a very complete line of pottery from the Taylor, Smith & Taylor plant.

Arthur L. Blackmer is making his annual Spring showing of cut glass and as usual has a lot of excellent cuttings in mitre and floral patterns and combinations of both.

E. P. Chapman has his line from Demer Bros. well displayed and has some excellent designs in their well known Rose pattern.

Frank J. Bang has a fine line from the Iroquois China Co. including their new quarter thick hotel ware. The body and glaze of their ware is better than ever this season.

A. W. MacKensie, who is showing the Crystal Cut Glass Co.'s line, has an exceedingly pretty display and shows some good values, particularly in floral cuttings.

Wm. Robertson, representing the John A. Nelson line of cut glass, has just returned from an extensive Southern trip and reports fair business all along the line. He is showing his samples at the New Grand Hotel this week.

Jas. Uniack, representative for the Hunt Glass Co., Corning, N. Y. and the Rochester Cut Glass Co., Rochester, Pa., arrived in town this week and is exhibiting his lines at the New Grand Hotel.

HOW TO BETTER YOUR JOB.

THOUSANDS of people in small positions whine because their talents are thrown away—because their ability has no elbow-room. It is not elbow-room they need; it is "elbow-grease;" it is energy and strength. Their very whining shows they are too small for the place they are in now. When the right kind of a per-

son has too small a place he does his work so well as to make the place bigger.

LIVERPOOL EXPORTS.

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

TO	Shipments week end'g Jan. 31, '14	Correspond- ing period 1913	Exports Jan 1 to Jan. 31, '14	Correspond ing period 1913
New York	175	196	976	993
Boston	156	132	599	687
Philadelphia	8	....	190	303
Baltimore	68	50	909	734
San Francisco	10	11	82	67
New Orleans	6	72	142	136
Portland (Me.) ..	19	10	306	529
Galveston .....	....	....	20	....
Newport News ..	26	21	26	21
Portland (Or.) ..	....	....	....	27
Inland Points	5	15	32	102
Total.	473	507	3282	3604

From David Inglis & Co.'s Circular.

TO	Shipments month end'g Jan. 24 '14	Correspond- ing period 1913	Exports Jan. 1 to Jan. 24, '14	Correspond ing period 1913
Boston	405	550	...	....
New York	608	730	..	....
Baltimore	846	717	...	....
Philadelphia ..	174	196	....	....
New Orleans	74	64	....	....
Newport News ..	....	21	....	....
San Francisco ..	42	62	....	....
Portland (Me.) ..	284	517	....	....
Galveston	20	....	....	....
Portland (Or.) ..	....	19	....	....
Inland Points	45	104	....	....
Total	2498	2980	....	....

SITUATIONS WANTED.

POTTER with scientific education, German, with long practical experience in stoneware factories, acquainted with the entire manufacturing of stoneware and colors, seeks to change his position. Address FRO, 143, care of Rudolf Mosse, Frankfurt, a | Oder, Germany.

WANTED—Position as buyer or assistant buyer by a lady with fourteen years' experience in the largest crockery and glass establishments in Berlin and Cologne— Unexceptional references. Would take a position as saleslady. Address Box 894, this office.

AVENIR LIMOGES CHINA

F. W. JENKINS & Co.

The Hall Building
Springfield
Massachusetts

Park Avenue Hotel
New York
until Feb. 14

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

There was an error last week, in the published list of directors of the Ripley Glass Co. It has been officially announced that the directors elected are as follows: D. A. Ripley, Frank G. Wallace, George Barker, Jr., R. W. Anderson and W. Beuscher. The Board has not organized.

S. F. Elkins, of the Elkins Glass Co., has started in South with a full line of gas and electric lighting goods.

Frank G. Wallace, for a number of years connected with the glass business in this district, was in the city last week.

A new manufacturers' agency for the sale of glassware in this district will be opened here within a few weeks. Such a report has been heard in one of the factory offices. Albert W. Frank, a well-known glass salesman, will be at the head of the new concern.

An out-of-town buyer in the market late last week, as Mr. Banner, of the Banner China Co., Dallas, Tex.

The Pritchard & Tritchler Glass Co. is showing the cut "horseshoe" pattern, of Kupfer & Co., of Brooklyn, N. Y., which was shown here in January.

Soda fountain supplies are not selling as well as they did last year. The reason for this is given that it is thought the market may break before the opening of the rush season. The manufacturers hold that the market will remain firm, and it will not be possible to buy such supplies again, at the prices quoted last year.

The United States Glass Co., is showing a very serviceable item in the form of a combination sugar, cream, and butter set. This is a creation for hospitals, hotels, restaurants and sanitariums, and is adapted for any use. The item is the first of the kind to be placed on the market, and is having a very large sale. Manufacturers of this glassware report a very heavy business. Wholesale and office supply dealers have been placing

some good orders for spring delivery. During the recent glass exhibit at the Ft. Pitt, one of their salesman sold 5,000 gross, of one item, and 100,000 gross of another.

The largest lamp in the world, 1,500 candle power, is attracting much attention in the display room of the Ludwig Hommel concern in this city. This new lamp, instead of filament in vacuum the bulb is filled with neon gas. This enables the filament to be subjected to greater temperature than usual, which would mean less watts per candle power. The filament, instead of being a long-drawn-out affair, is constructed in the form of a very fine special spring and is supported by anchors very close together, which make a very strong lamp mechanically.

The Pittsburgh Art Glass Co., has been formed here with a capital stock of \$5,000. Alex. T. Peterson of Pittsburgh and Alfred W. Westerhausen, of Millvale Pa., are the incorporators.

The financial statement of the Kaufmann Department Stores Company as of December 31, 1913, shows total assets and liabilities of \$11,198,379. President Isaac Kaufmann says to stockholders: "Sales for the year showed a satisfactory increase, the total being \$10,165,609. Two new twelve-story buildings have already been erected by the Investment Land Company, leased to this company for a period of fifty years, and are now fully occupied. The third and last building, also twelve stories will be completed and occupied by the company about May 1. This gives the company one of the most up-to-date department stores in the country, and the increased facilities should enable it to do a larger volume of business than heretofore.



Wheeling, W. Va.

One man was injured and considerable property damage resulted when two cars and the caboose of the first section of a fast freight train jumped the track at the north end of the Central Glass Co.'s plant, last week. No cause has been assigned for the accident, but it is believed to have resulted from a defective

switch. The train was traveling at a fair rate of speed to masntain the required distance ahead of the second section. Reaching the upper end of the plant, the second car from the caboose left the rails, dragging the car following and the caboose along.

AT PITTSBURGH.

SOMETHING tangible seems at last to be coming out of "new hotel" talk for Pittsburgh. Papers are being drawn up, which will transfer a large block of the Frick property, facing Sixth avenue, near Grant street. The new company is composed chiefly of the interests owning the Ft. Pitt Hotel, with C. A. Blanchard manager and Grant McCargo in active charge. H. C. Frick, while in Pittsburgh this week, conferred with these representatives. Mr. Blanchard stated to the Journal that the project looked better than any similar one has, and, in fact, seems about certain to go through.

The Thompson-Starrett Co., of Pittsburgh, will be ready for sub-bids about March 1, on constructing an eight-story brick and terra cotta fireproof hotel on Main street and Potts place, for the Fort Stanwix Hotel Co. The John A. Daum Co., of Pittsburgh, has been awarded the contract for the lighting fixtures to be installed in the Allegheny Trust Co.'s building, Federal

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Guernsey Earthenware Co., Cambridge, O..... 2
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Wedgwood, Kennard L..... 6,
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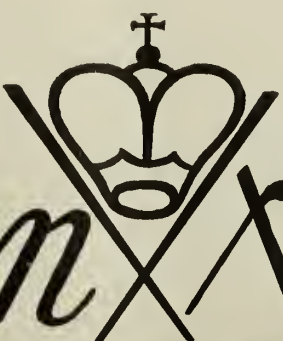
American Art Glass Co.....
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Manhattan Brass Co.....
Miller, Edward, & Co.....
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Clark T. B., & Co., Honesdale.....
Central Cut Glass Co., Chicago.....
Dorflinger, C., & Sons.....
Fry Glass Co., Rochester, Pa.....
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Honesdale (Pa.) Union Cut Glass Co.....
Irving Cut Glass Co., Honesdale.....
Kiefer Bros.....
Krantz & Sell Co., Honesdale.....
Libbey Glass Co., Toledo, O.....
Pairpoint Corporation.....
St. Louis Crystal Glass Co.....
United Cut Glass Co.....
Utopian Silver Deposit and Novelty Co.....

Materials.

Drakenfeld, B. F., & Co.....
Roessler & Hasslacher Chemical Co.....

 *Rosenthal*
 FINE CHINA

Theresienthal
 FINE GLASSWARE

Leerdam-Bayel
 HOTEL GLASSWARE

SOLE AGENTS

GRAHAM & ZENGER
 INCORPORATED

104 FIFTH AVENUE

street. The company also has the contract for the lighting fixtures in Boggs & Buhl's store building on the Northside. The American Bridge Co., in the Frick building, received the contract for structural steel for the twelve story and terra cotta fireproof department store building, to be constructed at Sixth street and Liberty avenue, for Rosenbaum Co., which will cost \$1,000,000. Architect Jarvis Hunt of Chicago, has completed the plans.

A GOOD IDEA.

ON February 12, John J. Henry manager of the crockery department of J. L. Hudson & Co., Detroit, Mich., gave a banquet to the employees under his care. A fine dinner was prepared and then followed a programme consisting of vocal and instrumental music rendered both by ladies and gentlemen together with speeches by other members of the force.

An affair of this kind is a good idea. It brings the sales force and the management into close relationship, and create a good feeling. There were about thirty people present and all agreed that the function was a great success.

SHOW me one business that has grown great while pursuing a niggardly policy, and I will show you a miracle.

LA PORCELAINE LIMOUSINE

P L
LIMOGES
FRANCE

Formerly



M. REDON.

LIMOGES CHINA.

ALFRED G. MOMENT,

AGENT

25 West Broadway, New York.

High-Class Buildings.

LOW RENTALS.

YOU will find in one of these three buildings any size loft or office space you may require. Offices as low as \$250 per year, including electric light, steam heat, cleaning, service, etc.

KNICKERBOCKER BUILDING,

(16 Stories)

79-83 Fifth Ave., S. E. Corner 16th St.

STUYVESANT BUILDING,

(15 Stories)

98-100 Fifth Ave., N. W. Corner 15th St.

102-104 FIFTH AVE. BUILDING,

(New 18-Story Loft and Office Bldg.)

Between 15th and 16th Streets.

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WILLIAM S. PITCAIRN,
JULES HENRI VENON,

and we are now negotiating with other large houses in your line.

These buildings are being operated by the owners as investments. You may send your agent to us or deal direct.

Rothschild Realty Co.,

OWNERS.

ANTHONY LO FORTE, Agent,

On Premises.

Telephone, 4990 Chelsea.

CROCKERY and GLASS JOURNAL

NEW YORK, FEB. 26, 1914.

THE CONDITION OF BUSINESS.

New York In spite of the extreme weather, import buying goes on a pace. On Monday, (Washington's birthday) the buyers were active in many places, having made engagements for the day. Many concerns were open in the morning but there was very little buying after the noon day meal.

The local agents were generally quiet; in fact many of these warerooms did not open at all. Complaint still comes in that buying is slow although a few claim that they are doing more than they have ever done at this season of the year.

Germany and Austria are getting a little better business than they have been having for some months back. Austrian dinnerware seems to be in vogue and the demand is exceeding good.

English china is holding its own and a little more while English earthenware is barely holding its own.

French goods are in fairly active demand, the average, however, would seem to be just about the same as a year ago.

Japanese goods are in greater demand than last season and it is almost sure now that the factories will be filled when the time arrives to stop taking orders.

Reports from the American potteries still hold excellent, the demand exceeding the supply.

The glass factories report a business equal to capac-

ity with a prospect of active business during the entire season.

The housefurnishing business is good, both manufacturers and wholesalers claiming that the season is one of the best for years.

The demand for toys and dolls is gratifying to the importers.

Retail trade in and around New York is hampered by the congested condition of the streets and extreme cold weather, but this condition can only be temporary.

The general condition of the country is fair and the prospects bright.

East Liverpool and Vicinity There is no complaint of business in this district. Plants are working to capacity with all available workmen engaged. New orders continue to arrive. Shipments are not up to the receipt of business, which indicates that the plants are assured of a continuous run. Only a few of the salesmen remain in the district, and these will "hit the trail" within a few days.

Pittsburgh and Vicinity There is not a "dull" glass factory in this district. All are working on full schedules. Prices are reported to be firm, and the buyer knows that the lists are the same to all—either large or small trade. Tableware is moving nicely. Assortments are also good. Blown ware continues to be as steady as ever.

JOTTINGS FROM BOSTON.

AMONG the buyers in town were: S. S. Hartwell, Gloucester; C. F. Ford, C. F. Wing Co., New Bedford; Mr. Tetu of Boucher & Tetu, Woonsocket, R. I.; C. H. McKenzie, Phillips, Me.; C. J. Gray, Gloucester. The weather has been so unpropitious the buyers are not coming in fast, especially as the holiday caused all of the places to close. There is more snow, 22 inches on the level, in Boston than for ten or twelve years. For this reason several of the traveling men from the trade here decided to remain at home.

Twelve hundred employees attended the ball given in Horticultural Hall by Jordan Marsh Co.'s Mutual Benefit Association.

Through an error in typesetting last week the story of the enterprise shown by the management of The Barton Co. of Manchester, N. H., was made to read the "Boston Co."

George W. Beals returned this week after a six weeks trip through the South. He reports business just fair in the South.

William R. Claflin is on a trip through Southern New England with his lines.

W. M. Pingree, agent for the Tallmi Co., started out to tour Southern New Englnd and New York State. Mr. Fuller for the same company is still on the road covering the smaller places.

J. S. Dawes is showing some attractive samples of the blue bird china from Austria, a line which he is importing himself direct.

G. E. McFarlin has returned from a business trip through Connecticut.

Thomas J. McCormick is home from a two weeks' tour of Western Massachusetts and Connecticut cities and towns and reports a good business.

John E. Sawyer has put on show a full new line of floral cuttings from the McKee Glass Co. and several lines of new etchings from the Central Glass Works.

George K. Marshall has returned from an extended trip through Maine for the Fostoria Glass Company. Recently the building in which Mr. Marshall has his sample rooms has been renovated. He is displaying samples of the new bud vases for American Beauty roses and carnations.

The Gilchrist Co. Emyloyees' Benefit Association has set Apr. 27 for an entertainment to be held in Steinert Hall. Most of those on the programme will be among employees of the store. The committee in charge includes: T. J. Fitzgerald, chairman; A. St.

Onge, Thomas J. Lane, Jr., Miss L. Shanahan and Miss M. Connell.

D. J. Mahoney, salesman for the Pittsburgh Lamp, Brass & Glass Co., is due back within a day or two from a visit to the company's factory.

The vote of creditors of the Henry Siegel Co. of Boston shows that a majority favor the selection of former Lieutenant Governor L. A. Frothingham, Chas. F. Weed and Charles B. Jopp for Trustees, The appointments have been approved and the bonds have been set at \$50,000 each.

A CALENDAR FOR GLASS AND POTTERY MANUFACTURERS.

THE "Sprechsaal Kalendar" for 1914, issued by the proprietors of "Sprechsaal" is a very useful pocket-book for the glass and pottery trade. It is written by Dr. E. Tscheuschner and edited by Carl Loeser. It contains a quantity of technical matter with recipes for making glass and pottery and has a number of diary pages printed of course in German. The book is nicely bound in cloth and will prove of value to recipients.

LIVERPOOL EXPORTS.

From the Freight and Shipping Circular of John Edwards & Co Liverpool.

TO	Shipments week end'g Feb. 7, '14	Correspond- ing period 1913	Exports Jan. 1 to Feb. 7, '14	Correspond ing period 1913
New York	29	250	1005	1243
Boston	49	59	648	746
Philadelphia.	55	106	245	414
Baltimore	129	....	1038	734
San Francisco ..	10	39	92	106
New Orleans. ..	3	7	145	143
Portland (Me.)..	59	99	375	628
Galveston ..	43	....	63	....
Newport News...	....	..	26	21
Portland (Or.)..	....	14	....	41
Inland Points	2	5	34	107
Total	389	579	3671	4183

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Feb. 7, '14	Correspond- ing period 1913	Exports Jan. 1 to Feb. 7, '14	Correspond ing period 1913
Boston	49	59	461	662
New York	29	250	808	1168
Baltimore	129	..	1038	734
Philadelphia.	55	106	237	302
New Orleans.....	3	7	77	143
Newport News...	....	....	26	21
San Francisco ..	10	39	52	102
Portland (Me.)..	69	99	372	626
Galveston	43	....	63	....
Portland (Or.)..	....	14	....	33
Inland Points	2	18	104	146
Total	389	592	3238	3937

THE METROPOLITAN MARKET

The line of dinnerware from Chas. Ahrenfeldt that Herman C. Kupper is showing, has caught the trade this year. The designs are all original. That so many people are buying and in such large quantities is proof conclusive that its merits are appreciated

John Nixon, the local sales manager of the Fostoria Glass Co., is displaying an excellent line of stemware in very graceful shapes, with an unpolished irregular band design that is sure to enjoy a long life of prosperity.

Fonderville & Van Iderstine are making a particularly fine exhibit of Hache French dinnerware. It is not generally known that Vierzon, where the Hache pottery is situated, is an old pottery centre. This pottery has been in existence more than one hundred years. This firm in May are to move uptown and just received the plans for the fitting out of the new ware-rooms. They will have fifty feet on Fifth avenue, 141 feet on Sixteenth street with an "L" 25 x 100. This "L" will be devoted exclusively to glass. Display tables will be seven feet long and three feet six inches wide, panelled all around with sliding doors and are unusual in construction and design. They have twenty-nine windows and will have the latest in lighting devices for dark days and evenings.

A very creditable showing that has created an extremely favorable impression in the trade is the new line of La Porcelaine Limousine, formerly M. Redon, displayed by the concern's American representative Alfred G. Moment. The service plates which are a special feature of the line are exceedingly beautiful, one particularly charming design is a reproduction of an old Persian pattern. There is a myriad of dinnerware patterns.

It is a real treat to go through the Bawo & Dotter salesrooms. Every department is replete with the very newest productions showing careful and tasteful selections on the part of the concern's buyers. Perhaps chief in interest among the departments is the immense assortment of open stock dinnerware, in which the best of

French, German and Austrian china is represented. The fancy goods are worthy of special mention in which will be found an unusually large collection of marble busts, figures and bronzes.

Lord & Taylor opened their magnificent new store at thirty-eighth street and Fifth avenue to the public Tuesday morning, which was thronged with people from early until late. Words of praise were heard on every hand for the beautiful new structure. Many innovations in devices to facilitate labor and add convenience have been used and from an architectural standpoint it leaves nothing to be desired. A small space on the main floor is devoted to silver deposit ware and cut glass.

Among the very attractive new patterns produced by T. B. Clark & Co. for 1914 are two creations that are sure to make a record in cut glass sales. These are called the "Alpha" and "Chippendale" and have just been put on show by Cox & Lafferty sales agents for the concern. The "Chippendale" design is a large copper wheel engraved flower. Several new articles never before made by the concern are shown in both patterns and the odd shapes that are used add greatly to the general effectiveness of the line.

Guy S. Jenkins, has taken on a new line of wooden serving trays, which consists of a vast assortment in various finishes and at all prices ranging from the lowest, to the better grade. The line also takes in a splendid collection of popular priced framed pictures.

R. L. Clark has been appointed sales manager for the Monroe Glass Co., Mich., for the Metropolitan territory and is now in charge of the New York headquarters at 25 West Broadway. Mr. Clark was formerly in charge of the Chicago office.

The Imperial Art Glass Works have been busy for several months preparing their new line which has just been put on display. All that have seen the new samples agree that the concern has outdone all previous efforts in producing an assortment of electric and gas

portable lamps that will meet every requirement of the popular-price trade. Noticable among the samples are pretty panelled glass shades in combination with brass ornamentation that is extremely effective.

J. J. Hines has added a German cut glass line to the list which he represents in America. It consists principally of small pieces, such as individual salt and pepper shakers, napkin rings and small vases suitable for table decoration.

The latest novelty to be introduced by the J. D. Bergen Co. is an amber colored glass cigar and cigarette holder with a silver deposit decoration. One of its special features that will recommend it to the smokers is that it cannot absorb nicotine, thus making it absolutely sanitary.

AT PITTSBURGH.

It is reported that the new Kaufman-Baer department store will open between March 15 and April 15.

H. P. Knoblock, for many years connected with the sales department of the East Liverpool potteries, but more recently located here, and engaged in the manufacture and sale of housefurnishing specialties, will move to Niles, O., where he will operate a large plant.

R. S. Dobbie, representing the W. C. Horn Bros. & Co., of New York, is occupying three rooms at the Colonial-Annex hotel, with a line of dolls, toys and novelties.

The import season is "on" here, and the first display is being made in the local sample rooms of Kinney & Leven, in the Century Building, under the management of Watson W. Lang. Some very rich and attractive treatments are being displayed, not only in dinnerware but in specialties as well.

The sixty-fifth anniversary of the Joseph Hornes stores here, will be celebrated for two weeks.

John W. French, with the John Davison lines of imported glass and china, had a neat display at the Hotel Anderson, last week.

Harry Deidrick, of the Deidrick Glass Co., has been spending the past week in this district.

At the annual meeting of Kaufmann Department Stores, Inc., recently held, there was announced the adoption of the most comprehensive profit and ownership sharing plan in the history of Pittsburgh industrial corporate enterprise. The plan was devised by Edgar J. Kaufmann, who presented it to the board of directors, and personally assumed responsibility for the present donation of a fund of \$1,000,000 of the stock. The fund will be administered and the plan carried out

through "The Kaufmann Foundation," which is being established for that purpose. Kaufmann Department Stores, Inc., owns and operates Kaufmann's—the "Big Store," which has been in existence continuously since 1871.

Notice has been issued that the Bell-Peterson Co., a large furniture house here, will discontinue business at once. The firm has been a heavy buyer of domestic pottery, china and glass, since it has been in business. President John A. Bell, has set aside a fund of \$1,500 in the hands of the Lincoln National Bank, as trustee to secure payment on all debts and liabilities of the company.

Lines of the Quaker City Glass Co., of Philadelphia, were shown at the Anderson last week, by Fred Classen.

Thomas Downs, cut glass salesman, of Philadelphia, spent a few days in the district last week.

New creations in art pottery from the S. A. Weller plant, at Zanesville, O., were shown at the Anderson, during the last few days.

BUSINESS BRIEFS.

Kelly & Steinman, manufacturers of cut glass in New York, were incorporated with a capital of \$60,000. The incorporators are A. F. and Frank Steinman and M. J. Kelly.

The H. P. McGregor Co., Wheeling, dealers in Queensware, will occupy the building known as the John Freidel store, on the west side of Maine street, above 18th.

Fire damaged the stock of the Five and Ten Cent store of S. S. Kresge Co. at 38-40 West Fifth street, Cincinnati, O., to the extent of \$30,000. The stock was valued at \$45,000 which is covered by insurance.

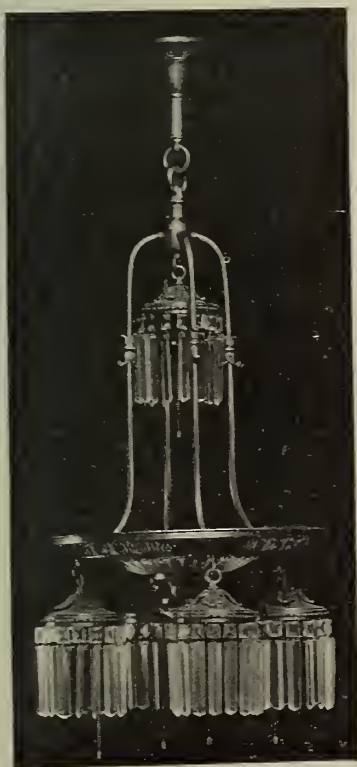
The firm of May & Leopold, at Steubenville, O., large furniture dealers, have bought and taken over the Erwin & Robinson stock, and have moved into the Fourth street building of the latter firm. Hereafter, May & Leopold will make special features of glass, pottery, and china. Many open stock orders for dinnerware have already been placed.

An American consular officer reports that a firm in his district manufacturing soap and soap powders desires to be put in touch with manufacturers of glass automatic liquid toilet-soap containers. The kind desired is a round glass bottle which swings on an axis and which is tipped over with the fingers, allowing a few drops of soap to fall on the hand. This company manufactures a considerable quantity of soap, and there should be a good opportunity to secure a large order for these containers. For additional information refer to file number 12465, and address Bureau of Foreign and Domestic Commerce, Washington, D. C.

Illuminating Devices.

Hanging, Stand and Portable Lamps; Light-
ing Glassware, indirect and semi-indirect;
Domes, Shades, etc.

In creating its new pattern for 1914 the Consolidated Lamp and Glass Co. has achieved another success which is causing much favorable comment in the illuminating glassware trade. Wm. Dougherty, the sales manager, is displaying the full line of new design, at the company's showrooms, which includes among num-



BY E. P. GLEASON MFG. CO.

erous other unusually attractive patterns the "Aurora" and "Rosedore" which is a very cleverly conceived and beautifully made glass called "Pastelle." Each one is shown in several beautiful floral etched designs which cannot be surpassed for the dainty tints and combinations that simply are beyond description.

W. W. Magee, sales manager for the Plume & Atwood Mfg. Co., is well satisfied with the business he has done during the past year and is extremely optimistic as to the outlook for this year.

The American Art Glass Co. have surpassed all previous efforts in their 1914 line of electric and gas portables, domes and semi-indirect lighting fixtures.

There are about fifty samples now on show, and more are being added. The portables include some very odd designs, and beautiful coloring effects are used in the shades. There is a particularly complete display of semi-indirect fixtures.

Smoked bamboo lamps and silk-lined smoked bamboo shades form an exceptionally large line of this class of goods at Morimura Brothers. They are shown in many fascinating shapes and in various sizes and prices.

The Turner & Seymour Mfg. Co. are now occupying their new quarters in room 41 at 25 West Broadway, where E. R. Brady, their sales manager, is making preparations for showing the new line of samples which will arrive within a short time.

Bawo & Dotter are showing a very extensive as well as an exceedingly pretty line of portables with leaded glass shades and brass standards in all finishes.



BY THE ROYAL ART GLASS CO.

These are from the concern's own factory and are stocked for immediate delivery. In the artistic assortment of imported lamps the hand-carved Italian wood portables with alabaster globes are worthy of special mention.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday

BY

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92 West Broadway, New York.

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, FEB. 26, 1914.

THE SHERMAN LAW.

UNDOUBTEDLY the Sherman law has been productive of much good. The concentration of capital in the hands of a few men was a menace to the country. Commanding vast sums of money, they were enabled to control any particular line of trade or transportation and had not a check been put upon their activities the industries of the country would soon have passed into their control.

On the other hand, the Sherman law works to the disadvantage of the potters and glass manufacturers. Under its provisions there can be no combination to maintain or advance prices, and their inability to get together for this purpose has resulted in demoralization and rate-cutting.

Naturally the question arises. If other commodities have been advanced without combination why cannot the potters and glass manufacturers increase their prices? Nobody seems to know why. The glass men have recently advanced prices on some goods; but why not on all? The answer is that some factories will not do it, and until they do others can not.

It has been tried. A factory would announce a higher price on some one article, but as sales fell off they had to go back to the original figure.

If some kind of an arrangement could be made whereby a uniformity of prices could be reached everybody would make money. An amendment to the law permitting the potters and glass manufacturers to raise their rates by combination to at least a living profit would be only simple justice.



PERSONAL.

LAST Tuesday morning was cold and forbidding in New York and the wind blew hard. When Frank R. Martin, of Cleveland, boarded the New Amsterdam to sail for Europe he had as an escort to see him off a guard of honor consisting of H. C. Kupper, and Louis Reizenstein who came from Pittsburgh for that purpose, also Wm. D. Scammell, Wm. Handel, Oscar Kopel, Harry Seixas and J. Meredith Miller. A tribute of respect to one of the most popular men in the trade.



W. Booth Stanton, of Baltimore, was an office caller. He reports an excellent business.



Walter Briggs, with Sibley, Lindsay & Curr Co., of Rochester, arrived in town on Monday to place import orders. He is at the Martinique.



Charles Kraft, representing the Pittsburgh Lamp, Brass & Glass Co., is making a trip through Connecticut this week.



Louis Reizenstein was again in New York this week for just one day. He will be back again in about two weeks.



Cornelius McCormack, who has been connected with one of the large concerns in the District as an inside man for several years, took a position with the J. D. Bergen Co. on February 24, and will call on the trade in the metropolitan territory for S. Goerke, the New York sales manager as well as assisting in the showrooms.



Richard Kohn returned Tuesday morning from a weeks business trip to Pittsburgh and vicinity.



W. H. Bradley, president of the J. D. Bergen Co., Meriden, Conn., spent Tuesday at the New York office.



A representative of the Luger Furniture Co., Fargo, N. D. was in the market buying china during the week.



Joseph E. Frechie, eastern sales manager of the Pittsburgh Lamp, Brass & Glass Co., returned Tuesday morning after spending several days at the factory in Pittsburgh.



The many friends of Max Herbert learned with surprise that when he sailed for Europe on the Kron

Prinzessin Cecile last Saturday that he was accompanied by his bride. He was married very quietly on Friday morning to Miss Hortense Lisner, daughter of Mrs. George Lisner, 344 West 71 street.



F. M. Featherly, Syracuse, N. Y., one of the oldest dealers in china and glassware in the State, was a buyer in the market this week. He looks as hale and hearty as ever and as one of his many friends in the trade expressed it. "He hasn't changed a single bit in twenty years."



James Alves, buyer for the C. W. Sherwood Co., Regina, Sask., Canada, is here on his first trip since the concern has been in their handsome new store building, which they opened up for the holiday trade and which was in an unfinished state at the time, but they managed to move in and Mr. Alves reports that business was highly satisfactory.



Frank W. Primrose, who represents J. J. Hines, will leave on Monday for an extensive trip through the Middle West.



Mr. and Mrs. A. H. Gildersleeve, of Huntington, L. I., were in the district this week, making purchases for spring delivery, which time marks the beginning of their busy season with the coming of the summer colony.



S. B. Clark, representing the American Art Glass Co., returned on February 20 from a trip through eastern territory and expressed satisfaction at the condition of business.



S. S. Cornelius, buyer for John Thomas, Johnstown, Pa., left for home last Saturday. He reports conditions as splendid in his section of the country. The Candia Iron Mills, which are the next largest to the U. S. Steel Co. are in full blast with plenty of orders ahead.



Charles L. Harris, secretary of the New England Furniture & Carpet Co., Minneapolis, was a visitor in the District on Wednesday.



Fred. Brinsmaid, of Brinsmaid & Co., Des Moines, Iowa, is at the Waldorf Astoria accompanied by his daughter. She is assisting him in buying.



Lloyd Bryant, connected with factory R. of the United States Glass Co., Tiffin, O., spent two days at the New York office the first of the week conferring with sales manager Ed. Craig.



John C. Jonas, formerly with the Warwick China Co., is now traveling in the interest of the Geo. H. Bowman Co. of Cleveland, O. through the Middle West

making his headquarters between Chicago and Terre Haute, Ind.



Mr. Porter, of Porter & Co., Winnipeg, Can., leaves for home this week after making a visit of several weeks here.



E. W. Wilgus, with the Buffalo Pottery, was in town three days this week. He opens in Boston at the Parker House on Monday.



A. T. Rathburn, with John A. Roberts & Co., Utica, N. Y., was placing orders in New York this week.

SIEGEL CASE NEAR GRAND JURY.

DISTRICT Attorney Whitman's office has begun to prepare the cases of Henry Siegel & Co., bankers, and the conduct of the various Siegel enterprises for Grand Jury action.

The District Attorney's investigation is in two directions. The first is as to the conduct of the private bankers and the second as to the methods by which the mercantile establishments obtain credit from banks and note brokers. It has been alleged that in their statements to banks and mercantile houses the persons making written credit statements omitted to set forth the indebtedness of the individual stores to the private bank.

BRANCH OFFICES OF BUREAU OF FOREIGN AND DOMESTIC COMMERCE.

BRANCH offices of the Bureau of Foreign and Domestic Commerce have been opened where samples of foreign-made products, plans and specifications of construction work abroad, lists of foreign dealers in various lines, manuscript consular reports, and similar documents are available to interested individuals and firms.

The addresses of the branch offices are: New York, Room 315, United States Custom House; Chicago, 629 Federal Building; New Orleans, Association of Commerce Building; San Francisco, 76-78 Appraisers' Stores Building.

CLINTON CUT GLASS CO. WINS CASE.

IN the case of C. C. Lozier vs. Clinton Cut Glass Co., C. H. Wilmarth, James H. Stranahan and R. M. Terrell, the court of common pleas of Wayne county, Pa. sitting in equity, the judge dismissed the plaintiff's bill, placing upon him the costs. The judge's decision was very strong and completely exonerated the defendants.

OBITUARY.

JAMES B. GRAHAM, aged 70 years and for years prominent in the glass business of western Pennsylvania, died Wednesday of last week at his late home in Pittsburgh, Pa. For the past four years Mr Graham was president of the Graham Realty Co., Pittsburgh.

He was born in Ireland and came to this country with his parents when very young. In the early sixties he located in Pittsburgh and but for a few years when he was general manager of the Buttler Art Glass Co., at Fostoria, O., had always resided in that city. At one time he was connected with the Fostoria Glass Co., at Moundsville, and left them to go with the "Consolidated."

Besides his widow he leaves two sons, William T., and James B. Graham, Jr., and one daughter, Miss Anna A. Graham, all of Pittsburgh.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week: A N Horr, hf, t, Anderson Bros Co, Portsmouth, O. 116 West 32.

W E Goodman, hf, c, M O'Neill Co, Akron, O. 37 West 26.

W M Oddie, hf, American Trading Co, Cleveland. Grand.

W E Sheehan, g, M Rich & Bros Co, Atlanta. 148 West 23.

J H Goldston, hf, c, M Nathan & Bro, Johnstown, Pa. 320 Church.

U Tracy, t, c, and W T Tracy, hf, Tracy, Wells Co, Columbus. McAlpin.

E Novotny, hf, Herzfeld-Phillipson Co, Milwaukee. 31 Union sq.

H A Koll, hf, A Hamburger & Sons, Los Angeles. 215 Fourth ave.

B J Gans, hf, c, G M Snook Co, Wheeling, W Va. Grand.

R B Smith, t, J B White & Co, Augusta, Ga. 214 Church.

A H Riker, hf, c, t, Wurzburg D G Co, Grand Rapids. 320 Church.

J D Evans, hf, Roshek Bros, Dubuque, Ia. 1133 B'way.

H T Siemon, t, Herpolsheimer Co, Grand Rapids. 79 Fifth ave.

R A Staley, t, E Wren Co, Springfield, O. 320 Church.

A P Lyons, hf, t, c, Stix, Baer & Fuller D G Co, St Louis. Wellington.

R N Caird, hf, t, L S Donaldson Co, Minneapolis. 2 Walker.

A R Willauer, hf, W Laubach & Sons, Easton, Pa. 41 Union sq.

C W Conant, hf, Porteous, Mitchell & Braun Co, Portland, Me. 55 White.

W H Anderson, hf, P Wiest's Sons, York. Grand.

Mr Duckwall, Duckwall Bros, Abilene, Kas.

Mr Schaefer, M Schultz, Lafayette, Ind.

S S Cornelius, Martin & Naylor, Gloversville, N Y.

H Nerlich, Nerlich & Co, Toronto, Can.

W B Stanton, hf, t, Stewart & Co, Baltimore. 214 Church.

G O'Hara, hf, t, c, Hens & Kelly Co, Buffalo. 31 Union sq.

B W Mountjoy, hf, L S Ayres & Co, Indianapolis. 320 Church.

R S Cafer, hf, W T Simcoe, Norfolk. York.

J Orleheke, hf, H C Prange Co, Sheboygan, Wis. 1133 B'way.

A Schuchat, c, g, Famous & Barr Co, St Louis. 37 West 26.

R Orr, c, E Wren Co, Springfield, O. 320 Church.

E Dolfinger, J Dolfinger & Co, Louisville, Ky.

F Bremmerman, St Louis G & Q Co, St Louis. Ritz-Carlton.

C W Spowls, J Shillito Co, Cincinnati.

E D Austin, Austin & Co, Battle Creek, Mich. Astor.

F M Featherly and J McClellan, J McClelland & Co, Houston, Tex. Astor.

J West, Powers Merc Co, Minneapolis.

J W Blackman, Blackman & Lukenheimer, Evansville, Ind. Grand.

C Daudt, Daudt Crockery & Glass Co, Toledo. Imperial.

Mr Meyer, Lewis & Neblett Co, Cincinnati.

Mr Meyer, Mosauer & Meyer Co, Dayton, O.

Mr Schumaker, Bowman & Co, Harrisburg, Pa.

Mr Waldorf, Hochschild Kohn Co, Baltimore.

W J Craig, Hudson Bay Store, Calgary, Can. McAlpin.

R McGrath, hf, Porteous & Mitchell Co, Norwich. 55 White.

A Racicot, Racicot Bros, Webster, Mass. Flanders.

D W Brundage, c, g, and E Spring, hf, t, "Hamlin's" Buffalo. 116 West 32.

J H Hahn, hf, c, Lion D G Co, Toledo. 214 Church.

B E Taylor, hf, Jordan-Marsh Co, Boston. 31 Union sq.

C F Martel, Renaud & Co, Quebec, Can.

D F Richardson, Burley & Tyrell, Chicago.

H Norris, E Alkemeyer, Houston, Tex.

Gus Blass D G Co, Little Rock, Ark.

Wm Kite, The Dean & Kite Co, Cincinnati.

MACY ASSOCIATION'S DANCE.

MORE than 8,000 persons attended the twenty-sixth annual entertainment and reception of the Macy Mutual Aid Association of R. H. Macy & Co. at the Grand Central Palace last week. There was a vaudeville show by actors and actresses from the Hammerstein, Keith and Proctor theatres, and there were numerous intermissions for dancing.

The proceeds of the entertainment, amounting to more than \$4,000, will be devoted to the payment of sick and death benefits to members of the association or their dependents. The association is composed of employees of Macy's and has no connection with the business establishment itself. These honorary members of the association occupied boxes: Mr. and Mrs. Jessie I. Straus and family, Mr. and Mrs. Herbert Straus and family, Mr. and Mrs. Percy S. Straus and family, Nathan Straus Jr., Charles B. Webster, Mr. and Mrs. Edmond B. Wise, Mr. and Mrs. Lee Kohns, and Sylvester Byrnes, General manager of R. H. Macy & Co.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

That the Edwin M. Knowles China Co., of Newell, W. Va., will double the capacity of its new plant within a reasonable time has been admitted

as a fact by an official of that concern to this journal. With this improvement completed, the firm will have a two-unit continuous pottery which will be 1,500 feet in length. This journal has the pleasure of making the first official announcement of this business extension. The additional unit of fourteen kilns will be built on unimproved property east of and adjoining the new office building of the Knowles plant. Working conditions, however, will be the reverse of those now in vogue in the first unit of fourteen kilns. That is to say, in the present plant, the clay is worked from the west end of the pottery toward the office which is at the east end of the property. In the new unit, the clay will be worked from the east end to the west of the plant, which will make operations of all ware toward the office, which will be in the centre of both plants. That Newell, W. Va., is to be the model pottery town of the United States, goes without saying.

* *

R. T. Hall, of the Hall China Co., has returned from a business trip to Buffalo. F. I. Simmers is now in the West with the vitreous cooking ware of this concern.

* *

Charles Sebring, of the Sebring China Co., of Sebring, O., spent a brief season in the district last week.

* *

R. J. Meakin, one of the best known potters and ceramic students in this district, was buried from his late residence here last week. He died in Florida, where he went to improve his health. His last active pottery work was the general management of the Hall China Co., in which he was financially interested. Since then, he has been associated with the Golding & Son Co., flint and spar manufacturers here as an outside expert.

* *

The increase in the capital stock of the Croxall Pottery Co. means that this plant will become active at once. It is possible, however, that the name of the firm will be changed, and that the new owners will go out of

the yellow and rock business and hereafter manufacturer electric porcelain goods. Jack Curry and William A. Andrews, formerly with the Curry-McQuilken Electric Porcelain Co., will be interested financially in this deal.

* *

C. L. Gray, general manager of the Colonial Co., has returned from a business jaunt to Chicago, Ill.

* *

There is a report in circulation here that Thomas V. Milligan, a well known business man here has started a movement which may result in the formation of a company to take over the Globe Pottery Co.'s inactive plant. Details are not forthcoming at this writing.

* *

The Oxford Pottery Co., of Cambridge, O., which was recently incorporated with a capital stock of \$50,000 will soon start the erection of a five-kiln pottery there. Harry W. Dennis is president of this company, N. G. Henderson is secretary. Both are located in Cambridge.

* *

E. L. Henderson, president of the Carrollton Pottery Co., of Carrollton, O., has been elected a member of the executive committee of the new Business Men's Association which has just been formed there. Mr. Henderson is being spoken of as a possible candidate for Congress from the district at the next primary election.

* *

Frank A. Sebring, of the Sebring China Co., and wife and E. H. Sebring, of the E. H. Sebring China Co., and wife, have gone to Florida where they will spend the remainder of the winter.

* *

Among the buyers visiting the district during the last few days have been:

Messrs. Stewart and Tradewell, of the Emporium, of St. Paul, Minn.

Mr. Taudenhofdt, with the J. W. Jung & Co, Sheboygan, Wis.

John West, of the Powers Mercantile Co., Minneapolis, Minn.

Mr. Bloch, of the Furnace Commercial Co., Cleveland, O.

Arch Osborne, of Osborne, Boynton & Osborne, Detroit, Mich.

SAN FRANCISCO AND THE COAST.

MORE country buyers visited the local crockery and glass sample rooms the past week than for some time past, and the trade reports more liberal ordering than was done at this time last year. Encouraging reports are received from the travelers, and mail orders and inquiries have been numerous the few days. City business is reported normal.

Himmelstern Bros. are showing their import samples on a white background this season. Leo Himmelstern says initial import orders are gratifying.

F. M. Dunn, coast representative of the United States Glass Co., is pleased to note the interest shown in that company's new 1914 patterns.

J. Breuner, manager of the local sample rooms of Bawo & Dotter, is in Los Angeles on a short trip.

Geo. Bockman is back at headquarters after calling on the trade in southern California in the interest of the Fostoria Glass Co. and the Smith-Phillips China Co., and plans to visit the Sacramento Valley trade within a few days.

M. Iseman, of Goldstein & Iseman, dealers at Visalia and Porterville, Cal., was a recent visitor at local sample rooms.

M. Friedman & Co., large furniture dealers on Post street, have added a complete stock of china, glassware and housefurnishings.

W. E. Graves has just completed a successful southern trip with the Pairpoint Corporation lines.

F. W. Ely, formerly department manager for the John Bruner Co. in Oakland, Cal., has been appointed general manager of the store to succeed O. F. Olsen.

Jas. A. Sorenson, dealer on Market street, is suffering from a broken arm. Mr. Sorenson is closing out his branch store on Fillmore street.

W. J. Browne, manufacturers' agent in the Kamm building, left a few days ago on a visit to his eastern connections.

Paul D. Partridge, manager of the crockery and household department of the Emporium, reports good business in February.

It is reported from Oroville, Cal., that a Kansas City company is about to establish a Pottery in that vicinity to utilize a deposit of clay, said to be adapted to the manufacture of a high grade of Pottery.

Coast Manager A. A. Otte of the Pittsburgh Lamp, Brass & Glass Co. is at headquarters after calling on the trade in the southern part of the state. He has just received samples of a new reading lamp with green

case shade, which is attracting favorable attention, also some new creations in Bungolow electric portables. Clifton Lewis is sending in satisfactory orders from Arizona and New Mexico.

OPEN FOR DISCUSSION.

ZANESVILLE, O., Feb. 12, 1914.

Editor CROCKERY AND GLASS JOURNAL.

We have just received the enclosed card, and we think it is worthy of space in your paper. Any self-respecting pottery manufacturer who would accept these terms, does not deserve to stay in business. We believe in making our own terms, and prices. Our labor must be paid in cash by the end of each week, firms who sell us material call on us, give us their price and terms, and we buy or not, but do not attempt to dictate outrageous terms to any one from whom we buy goods.

We should like to know the feeling of other manufacturers along this line. It is the principle involved that we complain of. We think the matter should be thoroughly aired, and the views of manufacturers generally known to the buying public to prevent others from presenting such preposterous terms in future.

THE BRUSH-McCOY POTTERY CO.

GENTLEMEN—We are sending you herewith attached, for use in our merchandise office, a return postal card, which we wish you to sign and mail to us at your earliest opportunity.

Thanking you in advance for your courtesy, we remain,

Respectfully yours,

GILCHRIST CO.

We hereby agree that all orders received by us from Gilchrist Company are placed subject to the following conditions:

- 1—All orders are placed subject to seven per cent ten days with sixty days dating, or eight per cent ten days, our option.
- 2—Positively no order of any kind is valid unless given on one of Gilchrist Co.'s regular order forms.
- 3—Telephone orders are to be confirmed on regular order sheet; and if confirmation copy is not received promptly, Gilchrist Co., are to be notified at once.
- 4—No employee of Gilchrist Co. has any authority to waive or depart from these rules.
- 5—Merchandise must be shipped according to shipping instructions on order, as any order automatically cancels itself on the date merchandise should be shipped. We reserve the right to return merchandise not shipped according to our instructions.
- 6—No waiver of these rules shall effect subsequent orders.

AVENIR LIMOGES CHINA

F. W. JENKINS & Co.

*The Hall Building
Springfield
Massachusetts*

*Park Avenue Hotel
New York
until Feb. 14*

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity Samuel Irvine, who has been receiver for the plant of the Higbee Glass Co., of Bridgeville, Pa., for the past year has been given permission by the courts here to continue operating the plant for another six months. The receiver's report shows that the business has been conducted at a profit. Mr. Irvine left for Bellaire, Fla., where he plans to spend his brief pleasure season.

The Fostoria Glass Co., of Moundsville, W. Va., shipped 750 packages of glassware aboard the steamer Queen City, which sank in the Ohio river near Louisville, last week while on its annual Mardi Gras excursion up to New Orleans. A. C. Scroggins, Jr., secretary of the glass company, declares that the ware was shipped at the customers' risk, and that the latter are fully protected by insurance. Besides this there were other shipments of glass from Pittsburgh Wellsburg and Wheeling and pottery from East Liverpool.

Summer carnival people have been making inquiries during the past week for specials in highly colored glasses and flat pieces in glass. This is a big factor in summer sales, deals being made on practically a cash basis, and the bulk of the orders are generally from 10 to 100 barrels at a time.

The Lancaster Glass Co. has placed an adjustable glass shelf support, in several sizes, on the market which is having a successful sale. The item is patented. The standard is in one piece, but the shelf support attached is in several pieces. The scheme is a new one, and is the result of considerable study on the part of the manufacturers.

Plans have been worked out whereby the Hocking Glass Co. will increase the capacity of its tableware production. A new press has been installed, which will be ready for operation within a short while. Much interest is being manifested here among the manufacturers of lighting glassware concerning the final order for furnishing the new twenty story William Penn Hotel, with the equipment of lighting glassware. The order will be the largest of its character ever placed in this city and it is generally believed that the sub-bidding

will be spirited. This new house is to be erected at a cost of \$2,000,000 by the management of the Ft. Pitt Hotel.

Quite a few wholesale druggists who feature soda fountain requisites, and who failed in January to place specifications for blown tumblers, have been "nibbling" during the last fortnight, and some small orders for lime tumblers have been placed. These prices are lower than the lead ware. Buying, however, has just been from hand to mouth.

James D. Wilson, of the Tarentum Glass Co., declared to this journal this week that business was very good, and that all indications pointed to a busy season. The table lines are being increased.

At the general offices of the United States Glass Co., the best of trade conditions are reported. The factories of this plant are working to capacity, and buyers who have been visiting the sample rooms of late have been placing large specifications for immediate shipments. That trade is in need of goods is indicated by this fact. One buyer said after placing some heavy business with this company "ship to-morrow if you can."

Notices will be mailed within a few days by Thomas W. Morris, announcing a meeting of the board of directors of the Western Glass and Pottery Association, which is at the Ft. Pitt Hotel early in April.

Ripley & Co. expect to have their new fourteen pot furnace completed and in operation within another month. The firm is going into the etched blown ware business on an extensive scale, hence the increase in capacity.

Among the buyers in this market during the last few days have been the following:

Mr. Bailey, of the Bailey 5 & 10 cent Syndicate, of Englewood, N. J.
 Lee Richards, with Hale Bros., San Francisco, Cal.
 H. D. Koll, with A. Hamburger & Son, Inc., Los Angeles, Cal.
 Mr. Holmes, of the American 5 & 10 cent Syndicate, New York.
 Mr. Lipvotz, of the Albert Lurie & Co., Chicago.

PRICES ON IMPORTED WARES.

BOSTON, February 21, 1914.

Editor CROCKERY AND GLASS JOURNAL.

We have seen allusions in the papers that Importers and Wholesalers of foreign wares have not reduced their prices since the reduction in the Tariff, went into effect, which is untrue and misleading. Almost currently with the reduction in Tariff, the prices dropped, giving the buyer the benefit of about the difference in landed cost, and this has been practiced, so far as we know, since October last. Our traveling salesmen find it so from the East Coast to the West Coast and to the Gulf.

This causes a sacrifice to those carrying stocks coming in at old duties, but dealers, so far as we know, are free to fix their selling prices on both foreign and American wares, to keep the channels of trade open, and obtain a living profit only. Competition in the trade regulates that.

JEROME JONES.

A NEW IDEA IN BUSINESS.

A NEW idea in "big business" was launched last week, when thirty-five of the representative large manufacturers of the country met in their first annual dinner of the Rice Leaders of the World Association at the Waldorf.

Chief among the features of the association, said one of its directors, is the fact that the association, while accomplishing almost the same results in the end, is the exact opposite of the combination against which the Sherman anti-trust law is aimed.

The law prohibited combinations of competitors in restraint of trade, while the Rice association is a combination of non-competing businesses to foster their own

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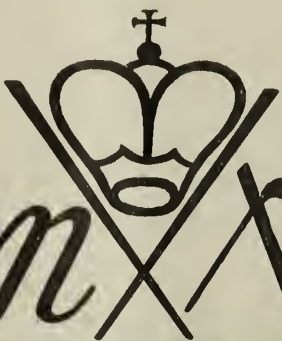
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Rosen  *thal*
 FINE CHINA

Theresienthal
 FINE GLASSWARE

Leerdam-Bayel
 HOTEL GLASSWARE

SOLE AGENTS

GRAHAM & ZENGER

INCORPORATED

104 FIFTH AVENUE

trade to mutual advantage. Yet the competitors would be almost at as much of a disadvantage as if they were being fought by a "trust."

The outline of the association emphasizes four words: Honor, Quality, Strength and Service. These four things are taken as the motto of the members and an emblem embodying the idea, prominently displayed on their stationary and shown in conjunction with their wares, is to be made the distinguishing feature of the products of the manufacturers.

The thirty-five firms include fire arms, furniture, hosiery, clocks, silk goods, refrigerators and about every kind of merchandise. The Hazel-Atlas Glass Co. and the New Haven Clock Co. are in the combine.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for two weeks ending
February 24, 1914

ANTWERP

8 packages glassware	.....	Strobel & Wilken Co
£5 "	"	E Torlotting
18 "	"	Fensterer & Ruhe
11 "	"	L Straus & Sons
34 "	"	Geo Borgfeldt & Co
196 "	"	Miscellaneous Orders
55 "	earthenware	L Straus & Sons
9 "	"	J J Hines
17 "	"	E R Thielor
10 "	"	L D Bloch & Co
3 "	"	Bawo & Dotter
15 "	"	Strobel & Wilken Co
8 "	"	Miscellaneous Orders
4 "	toys	B Illfelder & Co
52 "	"	Strobel & Wilken Co
35 "	"	Miscellaneous Orders

HAVRE

29 packages chinaware	.....	Vogt & Dose
154 "	"	Haviland & Co
23 "	"	L Straus & Sons

SOUTHAMPTON

63 packages earthenware	.....	H Creange
219 "	"	Haviland & Co
2 "	"	G F Bassett & Co
37 "	"	Haviland & Abbot Co
14 "	"	J J Hines
7 "	"	J H Venon
11 "	"	Miscellaneous Orders

FIUME

24 packages glassware	.....	J Palme
17 "	"	Koscherak Bros
67 "	"	F W Woolworth

BREMEN

2 packages glassware	.....	B Illfelder & Co
54 "	"	A Steinhardt & Bro
60 "	"	Samstag & Hilder Bros
22 "	"	Strobel & Wilken Co
3.9 "	"	Miscellaneous Orders
113 "	earthenware	Geo Borgfeldt & Co
114 "	"	O Goetz
1 "	"	Haviland & Co
1 "	"	Bawo & Dotter
119 "	"	Miscellaneous Orders
75 "	chinaware	Strobel & Wilken Co
165 "	toys	Geo Borgfeldt & Co
12 "	"	F A O Schwartz
230 "	"	Strobel & Wilken Co
599 "	"	Miscellaneous Orders

COPENHAGEN

78 packages toys	.....	Geo Borgfeldt & Co
10 "	glassware	Fensterer & Ruhe

GLASGOW

18 packages glassware		H A Rogers & Co
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HAMBURG

21 packages glassware		Fensterer & Ruhe
8 "	"	Geo Borgfeldt & Co
4 "	"	F Euler & Co
22 "	"	W R Noe & Sons
17 "	"	Strobel & Wilken Co
43 "	"	Miscellaneous Orders
4 "	earthenware	Bawo & Dotter
4 "	"	Graham & Zenger
50 "	"	Lazarus & Rosenfeld
35 "	"	L D Bloch & Co
1 "	"	Geo Borgfeldt & Co
6 "	"	F Bing & Co
166 "	"	Miscellaneous Orders
132 "	chinaware	Strobel & Wilken Co
10 "	"	Bawo & Dotter
46 "	toys	B Illfelder & Co
4 "	"	Samstag & Hilder Bros
150 "	"	Geo Borgfeldt & Co
170 "	"	Strobel & Wilken Co
276 "	"	Miscellaneous Orders

LIVERPOOL

6 packages earthenware	.....	Geo Borgfeldt & Co
164 "	"	W S Pitcairn
25 "	"	H C Edmiston
49 "	"	Maddock & Miller
74 "	"	E Boote
11 "	"	Fondeville & Van Iderstine
9 "	"	Rowland & Marsellus Co
4 "	"	W H Plummer
28 "	"	Meakin & Ridgway
29 "	"	Strobel & Wilken Co
28 "	"	Miscellaneous Orders
31 "	toys	Geo Borgfeldt & Co
45 "	"	Strobel & Wilken Co
61 "	"	Miscellaneous Orders

LONDON

5 packages toys		Strobel & Wilken Co
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ROTTERDAM

8 packages earthenware		L Straus & Sons
21 "	"	L D Bloch & Co
10 "	"	Lazarus & Rosenfeld
25 "	"	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON

LIVERPOOL

77 packages earthenware	.....	Jones, McDuffee & Stratton Co
5 "	"	The Rowland & Marsellus Co
1 "	"	E Boote
2 "	"	Richard Briggs & Co
29 "	"	Mitchell Woodbury & Co
8 "	"	Miscellaneous Orders

HAMBURG

49 packages earthenware	.....	F W Woolworth
4 "	"	L Wolf & Co
76 "	"	First National Bank
1 "	"	Strobel & Wilken Co
3 "	"	American Express Co
1 "	"	W N Proctor & Co
70 "	"	Miscellaneous Orders
6 "	chinaware	Strobel & Wilken Co
4 "	glassware	"
5 "	toys	"

BREMEN

6 packages earthenware	.....	Geo Borgfeldt & Co
"	"	L E Knott Apparatus Co
1 "	"	E A Runnells & Co

CROCKERY and GLASS JOURNAL

NEW YORK, MARCH 5, 1914.

THE CONDITION OF BUSINESS.

New York Business was proceeding in regular order and buying was brisk, particularly on Saturday. As Saturday has been reckoned a half holiday for so long it was very gratifying to know that buyers were at work. But there was a different tale to tell on Monday. A foot of snow on top of sixteen inches that had already fallen paralyzed traffic in the great city and business was almost at a standstill. As soon as the streets began to be cleared matters improved.

Many buyers are still in town and more arriving daily. So far it is estimated that the increase in purchases over last year will be twenty-five percent. This undoubtedly will be pulled down before the season is over as the department store men are not buying largely and in some cases not at all. As usual the New York department store buyer is last in the field. So far they have bought little or nothing on import.

There was a little lull reported from the factories both in crockery and glass. It was not at all astonishing, there usually comes a little lull after the first few weeks of the buying season, storms of unusual severity all over the country helped to make the dullness more pronounced.

The present condition is not alarming when due consideration is given the unusual weather conditions, buying will be resumed on the same plan that it had been from the beginning.

Retail trade in New York was almost at a standstill. The streets have been impassible for two weeks and dainty dames will not venture forth when the crossings are seas of mud. That the weather has a marked effect

on retail buying goes without saying and was evidenced by a changed condition on Saturday which was a bright and beautiful day. The streets were thronged as in holiday times and the dry goods departments did a good business, but the crockery end was sadly neglected. March sales were advertised by some of the big department stores but the opening was not auspicious. An eighty-four mile gale and the air thick with snow, is not conducive to active trade. Bad as the snow was in New York it had its bright side as it offered employment to thousands of men. The newspaper "army of unemployed" was greatly exaggerated, they could earn money if they chose but that many of these were professional idlers who would not work if they could, manifested by the fact although twenty cents an hour was offered there were comparatively few takers. The liberal offer by the city of food and lodging has brought crowds to the city, many displacing worthy people who need help.

Pittsburgh and Vicinity

More or less apathy existed in the glass business in this district this week. There was a little lull in business, but this was attributed to the severe weather of the past month. Salesmen are doing a fair business on the road. Tableware moved rather slowly.

East Liverpool and Vicinity

Trade with the western pottery manufacturers continues good. There is no lack of orders. A shortage of pottery is reported, and this is keeping back the shipping of specifications on time. Cold weather interfered with the gas supply and some

time was lost in kiln firing, as a result. Letters from buyers indicate that goods are badly needed. All workmen who desire positions, have no trouble at all in getting located.

JOTTINGS FROM BOSTON.

AMONG the buyers in town were: George W. Alden, of the George W. Alden Co., Brockton; Mr. Emerson, of Emerson & Co., Milford, N. H.; Mr. Lawton, of Aver & Woodbury Co., Milford, Mass.; Lloyd Bryant, commercial manager from Tiffin, Ohio; D. H. Cushwa, of the Glassport plant; Walter Johnson, of the Atherton Furniture Co., Brockton; George M. Najarian & Sons, Providence; I. M. Small, North Truro, and Robert Christie, Natick.

Although several of the local houses report progress, business has been greatly hampered by the severe storm which has been sweeping over the east for the past few days.

Displays are being made by Charles M. Acher, of the Roseville Pottery Co., F. O. Shattuck, of the George F. Bassett Co., E. E. Wilgus, of the Buffalo Pottery Co., at Young's, and Harry Burke, of the Theodore Haviland Co., at the Parker House.

C. J. Mahoney, of the Pittsburgh Lamp, Brass and Glass Co., has started a two week's trip through New England.

Frank Page, of Bawo & Dotter, New York, has just started out for them and at present is sojourning in Providence with several trunks.

E. J. Tucker, of Chase & Francis, is on his usual trip "down east."

Employees of the crockery, glass and kitchen furnishings departments of R. H. White Co.'s are manifesting as much interest in the store's new paper as those of the other departments. In awarding the prize for the best name. "The White Star" drew the prize.

Several members from the trade went to the Museum of Fine Arts the other day to hear Professor E. S. Morse talk on Japanese pottery. He spoke of the Morse collection of pottery in the museum, containing 600 kinds and showing 515 different makers' marks. He likened pottery and porcelain to etching and steel engraving.

Miss Ethel Hobart, advertising manager for C. F. Hovey & Co., has returned from a few days' vacation.

The trustees in bankruptcy for the Henry Siegel Co. of Boston—Hon. Louis A. Frothingham Charles F. Weed and C. B. Jopp—are holding a bankruptcy sale this week and are doing a tremendous business. They

announce that they found it necessary to reduce the stock by at least \$100,000 within the week.

Edward S. Batchelder, who had charge of the Bradley & Hubbard Mfg. Co.'s Boston office, died at Southern Pines, North Carolina, this week. The deceased was well known among the makers of lamps.

H. P & H. F. Hunt have booked the New England agency for the Kyoto Pottery Co., of Fredericksburg, O., and have the line of brown and white cooking ware on display.

TO BUY HENRY SIEGEL'S BOSTON STORE.

A RUMOR is current in Boston to the effect that Augustus Bacon, of the W. and A. Bacon Co., Roxbury, and John T. O'Connor, a groceryman, are seeking to get possession of the Henry Siegel store there and make a "cash house" of it. Several rumors have been spread along these line, but this seems to have some foundation in fact.

LIVERPOOL EXPORTS.

From the Freight and Shipping Circular of John Edwards & Co Liverpool.

to	Shipments week end'g Feb. 14 '14	Correspond- ing period 1913	Exports Jan 1 to Feb. 14 '14	Correspond ing period 1913
New York	248	356	1253	1599
Boston	143	183	791	929
Philadelphia.	79	77	324	491
Baltimore	93	62	1131	796
San Francisco ..	27	69	119	175
New Orleans. ..	58	60	203	203
Portland (Me.)..	20	8	395	636
Galveston .....	....	....	63	....
Newport News...	....	....	26	21
Portland (Or.)..	....	....	....	41
Inland Points	27	....	61	107
Total	695	815	4366	4998

From David Inglis & Co.'s Circular.

to	Shipments week end'g Feb. 14, '14	Correspond- ing period 1913	Exports Jan 1 to Feb. 14, '14	Correspond ing period 1913
Boston	143	183	604	845
New York	248	356	1056	1524
Baltimore	93	62	1131	796
Philadelphia.	79	77	316	379
New Orleans.....	58	60	135	203
Newport News...	....	....	26	21
San Francisco ..	27	69	79	171
Portland (Me.)..	20	8	392	634
Galveston .....	....	....	63	....
Portland (Or.)..	....	....	....	33
Inland Points	30	2	134	148
Total	698	817	3936	4754

THE METROPOLITAN MARKET

Herman C. Kupper has struck it rich with the line of Schierholz art china this year. The active demand for this beautiful line shows that fancy goods of the right kind at the right prices are still in demand. These are purely ornamental goods although utility is combined in many of the pieces but the graceful modeling and exquisite coloring combine to induce dealers to purchase. The line is more than double as big as it ever was before and includes many new designs.

Rowland & Marsellus Co. will move to the Fifth avenue section about May 1, having practically completed negotiations in that direction.

Bassett's letter writer has one of his snappy characteristic letters in our paper this week. Taking the Mexican situation and the new banking law as a basis with his usual versatility he brings these to bear on the purchase and sale of Bassett's china.

E. L. Bates has been made sales agent for the J. D. Bergen line of silver deposit ware, and is now displaying a full line of samples at his showrooms which includes some entirely new ideas in this ware showing a combination of finely engraved glass and engraved silver deposit patterns to match.

The Pittsburgh Lamp, Brass and Glass Co. will move to 35-37 West Twenty-third street on or about May 1. This is the building taken by S. Herbert Cut Glass Co., and in which will be located Edward Boote, E. R. Thieler and the St. Louis Crystal Glass Co.

The display of china by Louis Wolf & Co. has been a pleasant surprise to the buyers. This old house has always had good lines but nothing they have ever done compares with the exhibition this year, not only in beauty of shape and pattern but in value. Their toy and doll lines too, exceeds their former best endeavors and they are receiving a just reward in the form of liberal orders.

There is a certain refinement about the L. Bernard & Co. dinnerware patterns that puts them in a

class by themselves. The new shapes are excellent while the decorations show very odd and striking coloring effects, both in floral and figured patterns, some combining both. Nothing more fascinating has been produced by the concern in several seasons than the numerous patterns in wide and narrow acid gold bands. The open stock patterns which are stocked for immediate delivery have not been neglected, by any means, and are shown in a number of rich and very attractive designs and shapes.

An extremely dainty display of plates, fruit dishes, etc., in a new Dresden style are among the latest things to be shown by Strobel & Wilken. The center of the plate shows an artistically executed Watteau group, outlined by a combination warm old rose and gold treatment, with an open or lace edge border in a deep cream and gold.

The Tajimi Co.'s 1914 import lines of Japanese white body china, shows a wonderfully, attractive and varied assortment of both staple articles and novelties. The decorations are distinctly different, and many new shapes and ideas in coloring are shown. The other lines are also unusually well represented this season, important among them being the extensive display of brown bamboo sandwich, fruit and fancy baskets, vases etc.

The Hogan Manufacturing Co., of Nepera Park, N. Y., makers of the celluloid "salt and pepper" caps, under the Hogan patent, report the largest business for 1913, in their ten year's experience. The company has recently doubled the capacity of its plant. A machine department, completely equipped for die-making, has been installed to avoid irritating delays. The number of stock sizes of caps have been increased to about thirty. One of their latest caps about the size of a dime is for use on the "individual salts" dealers are introducing. "The tableware trade could not have been very dull during 1913" says Mr. W. E. Weaver, the secretary of the company, judging from our own business. The salts and peppers are such a constant quantity in all tableware, that their sales are a pretty good index

o the volume of tableware trade. A part of our large increase, however, must be attributed to an increased demand for the celluloid caps from the spice-packers, but the great bulk of the increase has been the standard white caps, whose cleanliness makes a persistent appeal to the tastes of the housewife and hotelkeeper, alike."

The Pairpont Corporation salesrooms have undergone a thorough renovation in the way of redecorating, new lighting fixtures, and other changes, and are now among the handsomest in the Downtown District, they make a very attractive setting for the 1914 line which includes many new things not usually heard of in cut glass, among them being cucumber, cranberry and apple sauce sets with decorations of the fruit or vegetable for which they are intended. There are also some unusual salad bowl designs in lettuce, tomato and other vegetables patterns.

W. R. Demorest carries full lines of glass from the Co-operative Flint Glass Co., of Beaver Falls, Pa. They make cake covers, fish globes and a variety of specialties besides a general line of pressed ware. On another page will be found their advertisement with a complete list of their goods.

S. Sipser has taken the agency for the Metropolitan District for the Warshavsky & Cohen, Brooklyn, line of portables, domes, semi-indirect fixtures and casseroles, and is now showing the season's new samples at his showrooms.

The United States Glass Co. are showing so many attractive new lines that it would be impossible to do justice to them in a brief space. One design that is creating a special amount of interest is a very rich acid etched gold border in dull finish on a particularly fine quality crystal.

Bradley & Hubbard can always be depended upon for producing something quite out of the ordinary in portable lamps and the 1914 samples—a portion of which are now on display—are no exception. The superior quality and workmanship that always characterizes this concerns products is as usual in evidence.

Beautiful new specimens of rock crystal in a varied assortment of artistic designs and shapes from Thomas Webb & Sons, Ltd., are being shown by Kennard L. Wedgwood, the American representative for the concern. Among them are some pieces showing reproductions of the old Waterford cuttings.

The second annual Exposition of five, ten and twenty-five cent merchandise, given under the direction of the United Buyers Service, is being held this week at the Grand Central Palace. Several concerns in the trade are exhibiting their lines, among them being Cox & Lafferty, displaying samples from the Imperial Glass Co.; Malone & Nicholson, the Hocking Glass Co. and

the Eagle Glass Co.; H. Benedikt, Smith-Phillips China Co., Wheeling Decorating Co. and the Canonsburg Pottery; American Mfg. Co., the Zanesville Art Pottery, and the Diamond Glass Co. Others exhibiting are The Wellington Glass Co.; A. F. Hull Pottery Co., and Zuckerman & Lieberman.

The Liberty Works are showing a line of cut glass of exceptional strength for 1914. The cuttings are out of the ordinary. The latest addition to the line just received by Edw. B. Dickinson, the local sales manager, shows an odd arrangement of a combination mitre and floral cutting that is very attractive.

The Krantz & Sell Co., represented by Wm. D. Finke, are displaying with success their new 1914 designs. The patterns, the "Eminence," "Peru" and "Ontario" show attractive arrangements of original floral and combination floral and mitre cuttings.

THE KAUFMANN FOUNDATION.

THE following is a copy of a letter sent to every employee of the Kaufmann Department Store, Inc:

At the annual meeting of the company held February 16th a Foundation of \$1,000,000 was created and accepted.

A plan is being worked out by a committee which will be announced shortly, whereby every employee of "The Big Store" from cash boys and girls to managers will receive free, an amount of stock equal to one year's salary.

In addition to this actual ownership in the business the plan will provide for the sharing of profits, insurance against death and insurance against total disability.

"The Big Store" desires it to be distinctly understood this endowment will in no manner prevent your advancement, and salary increase based on your record will always be granted."

TRADE TIPS.

AN inquiry has been received from a Latin-American country for catalogues and particulars of toys of a cheap quality. Catalogues and correspondence should be in Spanish, if possible, and extra copies of such catalogues and data should be sent to the American consulate through which the inquiry was received, in order that the information may be filed for future reference. No. 12440.

A business firm in Canada informs an American consulate that it desires to open a five, ten and fifteen cent store, and requests the names of American firms making specialties to supply such stores. It is believed that a store of the kind mentioned should prove successful and afford a good market for the classes of goods referred to. No. 12567.

A business firm in Canada, which furnishes bank references, informs an American consular officer that he desires to be put in touch with American manufactur

ers of kitchen and household specialties. What the firm particularly wants is a line of the cheaper and smaller articles that would sell in connection with cutlery, to be used for country and suburban trade. It would probably be advisable for interested firms to mail this company catalogues and price lists. Correspondence should be in English. No. 12433.

For additional information refer to file number, and address Bureau of Foreign and Domestic Commerce, Washington, D. C.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

In addition to those noted under the head of "Personal," the following buyers were reported this week:

B G Twitchell, hf, t, s, R W McWhirr Co, Fall River, Mass. 75 Spring.

J Irion, hf, Emery, Bird, Thayer D G Co. Kansas City. 25 Madison.

L Arnstein, hf, t, c, Ed Schuster & Co, Milwaukee. 116 W 32.

C Scarborough, t, E M Scarborough & Sons, Austin. 214 Church.

M H Hudson, c, Dey Bros & Co, Syracuse. Navarre.

I Postley, hf, Baltimore Bargain House, Baltimore. 354 Fourth ave.

A F Brockman, hf, The Fair, Chicago. 225 Fourth ave.

A S Hunter, hf, A S & T Hunter, Utica. 221 Fourth ave.

W Lawrence, hf, c, Killian Co, Cedar Rapids, Ia. 41 Union Sq.

B Warshofsky, hf, t, S Klein, Chicago. 1261 B'way.

F A Montei, hf, t, G Fox & Co, Hartford. 320 Church.

E J Cords, hf, c, s, H E Bauch Co, Milwaukee. Navarre.

G W Starkweather, c, g; L S Donaldson Co, Minneapolis. 2 Walker.

H Lipman and Ed Lipman, Lipman & Lipman, Pittsburgh and St. Louis.

C B Nash, Marshall Field & Co, Chicago.

Roy Lipman, Levy & Lipman, Kansas City.

Mr Bull, Sim & Co, Troy.

E H Anderson, N J Anderson, Grand Forks, N D.

Mr Watson H Watson & Co, E Saginaw, Mich.

F Leonard, Leonard & Sons, Grand Rapids.

M Allen, Carlisle & Co, Ashtabula, O.

Mr Claus, Robert Simpson Co, Toronto.

C R Hoffman, hf, t, H A Meldrum Co, Buffalo. 60 W 33.

E E Dekle, hf, c, W A Doody Co, Macon, Ga. Broztell.

A Anderson, Minneapolis. Seville.

C Curtis, J Levi & Co, Dubuque, Ia. Elks Club.

S W Landsberg, Versailles, Ky.

H A Ladew, H G Munger Co, Herkimer, N Y. Park ave.

J C Olds, Olds, Worrman & King, Portland, Ore. Prince George.

W P Briggs, Sibley, Lindsay & Curr, Rochester. Martinique.

R Cowen, Prenzlauer Bros Co, Sault Ste Marie. Claridge.

H Frommeyer, Indianapolis. Herald Sq.

J W Horn, t, R H White Co, Boston. 60 W 33.

W K Sutton, hf, L Troxler Co, Dayton. Grand.

A P Spangler, hf, Bush & Bull Co, Easton, Pa. Grand.

W B Gornlv, hf, c, and S Kroeger, t, Kroeger Bros & Co, Milwaukee. Cumberland.

I Rothstein, c, g, t, Kaufmann Dept Store, Pittsburgh. 200 Fifth ave.

I E Fronani, c, g, Woodward & Lothrop, Washington, D C. 334 Fourth ave.

AT PITTSBURGH.

IMPORT lines which are now being shown here are of such a character that those in charge of the exhibits report heavy business. Buyers have started to come into the market from the adjacent territory, and a liberal volume of orders are being placed for both import and stock goods.

A. Herr, with the Bawo & Dotter lines, opened at the Hotel Anderson last week. Two rooms are occupied, one for import and another for stock patterns. "Business at home is exceptionally good, and I believe that the same condition will obtain here," said he.

Charles Kaiser, showing the new effects in Japanese china as carried by Morimura Bros., of New York, has a very pleasing display at the Colonial-Annex.

Isadore Rothstein, manager and buyer of toys, glass and china for the Kaufmann Department Stores, Inc., has returned to his desk after being confined to his home with an attack of tonsillitis.

Louis Reizenstein is back home after spending a brief season in the New York markets.

F. Baldini, showing the lines of the Moriboni Statuary Co., of Cincinnati, has been making a display of this line here for a few days.

Robert J. Kearns has been appointed the Western Pennsylvania representative for the A. E. Hull Pottery Co., of Crooksville, O.

The china and glass department of the Boggs & Buhl stores on the Northside, which is under the management of T. A. Neely, has been removed from the third floor to the basement, to a space adjoining the housefurnishings goods department. The display of the china, glass and lighting lines is the largest this concern ever made. Space on the third floor formerly occupied by the department, is now used as the restaurant. The china used here is from the factories of the United States Glass Co.

Mr. Glisson, representing the Mercer Pottery Co., of Trenton, during his recent trip to this city was very ill.

FOUNDED IN 1874.

Crockery and Glass JournalRepresenting the interests of the Crockery, China, Pottery, Lamp,
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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MARCH 5, 1914.

THE FRENCH CHINA CASES.

INTEREST has broken out anew in regard to the so-called French china cases. The New York "Times" on Sunday reviewed the matter at length and Monday's mail brought us a copy of the Paris edition of the New York "Herald" of February 14 where several columns are devoted to the subject,

Both papers try to give both sides of the question, but evolve nothing that has not already been published. The proper thing to do is to have these cases brought to trial and the sooner the better. If the Government has been defrauded it has a right to know it. If the importers are innocent they ought to be cleared of all charges of fraud.

THE IMPORTS FOR 1913.

STATISTICS are just at hand of the imports of earthenware and china for the year 1913. The total is \$10,608,928 as against \$9,711,357 for 1912 and \$10,846,812 for 1911.

By countries it is shown that Austria and Germany together gained \$64,692 over 1912, France \$394,599, England \$224,923 and Japan \$175,614. As Germany and Austria were behind in the eleven months report the gain for the year is remarkable. France also increased materially in December and the gain of nearly \$400,000 surprises the importers.

The increase in Japanese goods has gone on steadily for years as is well known, but that the increase should

amount to even over one hundred and seventy-five thousand in one year is certainly a surprise when it is considered that the bulk of the china goods brought in are cheap wares.

The Government has not differentiated between earthenware and china in the published reports and the quantities of each cannot be ascertained, no figures are given to show what effect the reduced duties on earthenware has had on importations, where the duty was the same on earthenware that it was on china, there was no particular reason why the treasury department should separate them, and in fact, it would be difficult so to do, but now, that there is a difference the distinction can easily be and should be made.

The new rate has now been in force five months. What portion of the increase is attributed to the lower rate would be interesting.

PERSONAL.

BY a strange freak of fortune four prominent salesmen, all high grade men, are suddenly out of employment through no fault of theirs and at a time of the year when engagements are hard to make, arrangements for the year have already been settled. Even if it is out of season somebody ought to be able to use good men like these.



Alexander Anderson, of Minneapolis, Minn., arrived in town last Friday and is placing his import orders.



A. H. Burton, with Justin Tharaud, left on Wednesday night for his regular trip West and South.



Frank Wise, buyer for The Fair, Chicago, left for a ten week's trip abroad, sailing on the Carmania Saturday. Mr. Wise is a preacher of some note and has given sermons on the Lusitania, Mauretania and the American Church at Berlin.



S. B. Clark, representing the American Art Glass Co., left Thursday for a trip through Pennsylvania.



Joseph V. Vallin, of the Imperial Art Glass Works, returned on Thursday from Mt. Clemens, Mich., where he has been undergoing treatment for rheumatism. He was very much benefited by his trip and is again actively engaged in his business.



L. Cruveilher, representing L. Bernardaud & Co., started on an extensive western trip on March 2.



F. O. Shattuck, representing Geo. F. Bassett & Co., left on Saturday night for a trip through the New England States. O. L. Sutherland of the same con-

cern, also left on Friday for a trip through the West that will consume the best part of three months.



E. D. Bartholmew has engaged with Culbertson, Grote, Rankin Co., Spokane, Wash., and left on Sunday night from Chicago for that point.



Harry P. Muirheid sailed for Europe last Saturday leaving on the Carmania for the purpose of obtaining lines to be represented in New York. His stay is indefinite.



D. F. Richardson, buyer for Burley & Tyrrell, Chicago, was in New York last week enroute for Europe sailing Saturday on the Carmania.



G. H. Williams, representing Malone & Nicholson, returned on Sunday from a trip of several weeks through New York State and Pennsylvania. This week he is in charge of the concern's exhibit at the exposition of five, ten and twenty-five cent store merchandise, being held at the Grand Central Palace.



Fred. Thieme, has resigned his position as superintendent of the J. D. Bergen Co.'s factory, Meriden, Conn.



L. Meyer and Henry Meyer, the former having a retail business at Corpus Christi, Texas, and the latter at Lake Charles, Louisiana, who always make their buying trips together, are in the market. Mr. L. Meyer says that during the trouble in Mexico many wealthy Mexicans have made their homes in Corpus Christi and throughout the State; he also stated that there was not anything like the importance attached to the Mexican situation there as here.



Mr. Christian, of the Peirce-Christian Co., Syracuse, N. Y., a large florist concern, in that city, was in the District this week purchasing vases, pottery ware, etc.



C. G. Walline, buyer for the D. B. Loveman Co., Chattanooga, Tenn., is in the market placing orders for china and glassware for a new department which they will open as an experiment.



Maurice Caro, buyer for Mitchell, Woodbury Co., Boston, was in the city on special business.



J. D. Dobbs, southern representative for Geo. F. Bassett & Co., is in town making his regular spring trip to select his samples.



A. C. Griffith, who has been buyer for Maier & Berkele, Atlanta, Ga., is in town. The firm have given up their china department and Mr. Griffith is likely to

have a political appointment which will take him out of the crockery trade. He has a sad errand in New York as he is here to await the arrival of the body of his brother which is on the Berlin now due, who died in Italy a few days ago.



F. B. Gragg, with Wm. Guerin & Co., left on Wednesday night for a trip through New England with both the Guerin and the Pouyat lines. Walter Knowles is in Philadelphia this week and Chas. Weiss is in Boston.



A representative of Rhodes & Co., Seattle, Wash., has been placing orders in the market for china and glassware for two large yachts for which this concern secured the contracts for furnishing the table service. Both boats are now in New York harbor being fitted up.



Edward Butler, with Fondeville & Van Iderstine, leaves for the West this week. Pittsburgh is his first stop; from there he will go through the Middle West. E. G. Tuhill is in Boston and will make the New England tour before he returns.



T. J. O'Connell, buyer for A. Stowell, Boston, was in town this week for the second time this season. He returns home on Thursday night.



Harry A. Ross and Nicholas Kopp, of the Pittsburgh Lamp, Brass and Glass Co., were in New York this week with reference to the proposed move uptown. They were twenty-four hours late in getting in from Pittsburgh, twelve hours of which were spent without moving, a few miles north of Philadelphia. They thought things about transportation.



C. F. Longacre, buyer for Bush & Bull, Williamsport, Pa., was in the market on Tuesday after having spent many weary hours en route from Philadelphia which included all Monday night in a chair car. He said the passengers had consumed the entire food supply in the dining car, and arrived here a tired and hungry lot.



J. Meridith Miller, representing Maddock & Miller, left for a short trip on Monday which will include stops in New York, Pennsylvania, and Ohio. H. R. Shirley, with the same concern, will leave next week for a trip of several months through the West.



H. A. Folsom, has engaged with Cox & Lafferty to represent their lines through Pennsylvania, and will start on his first trip on Monday with Philadelphia as his first stop.



M. Ohl, superintendent of the J. D. Bergen silver deposit department, was in town Monday and Tuesday.

SAN FRANCISCO AND THE COAST.

ON account of recent storms interfering with transportation, importers do not expect to have their lines quite complete before the 5th. However, buyers are already beginning to arrive, which augurs well for substantial orders.

Himmelstern Bros. are very enthusiastic over samples of a new colonial line just received from the Imperial Glass Co. They have been working overtime on their import display, and now have most of their lines ready. They are making a strong feature of Bavarian, Austrian and French china and art glass, and are also showing a complete line of portables.

A. A. Otte, Coast manager for the Pittsburgh Lamp, Brass and Glass Co., is making a short trip down the coast this week.

Geo. Bockman, assistant to B. F. Heastand in the coast representation of the Fostoria Glass Co. and the Smith-Phillips China Co., is calling on the trade in the Sacramento Valley.

J. Breuner is back at Bawo & Dotter headquarters here, after showing dinnerware samples in the southern part of the State. He is taking full advantage of the excellent display facilities of the large sample room for the exhibit of—what he says—is the biggest line ever shown by Bawo & Dotter on the Coast. One of the most promising items, is the hand-painted china line in California poppy designs.

F. M. Dunn, local representative of the United States Glass Co., is showing samples of that company's new combination sugar, cream and butter set.

E. V. Saunders, treasurer of A. I. Hall & Son, returned a short time ago from a six week's visit to the eastern factories which his company represents.

Raphael Weill, head of the White House, was the guest of honor at a breakfast given by the Old Guard of the Bohemian Club on February 22, in celebration of his seventy-seventh birthday.

E. T. Richardson, of the Richardson-Hunt Mercantile Co., Ogden, Utah, was among the out-of-town buyers to visit the local sample rooms.

Geo. Reynolds, manager of the crockery and glass department of the McCormick, Seltzer Co., Redding, Cal., has just left for home.

R. C. Altschul, traveler for Himmelstern Bros., has been delayed in southern California.

L. N. Cobbledick, president of Cobbledick Glass Co., Oakland, formerly a member of the Civil Service Commission and a former City Councilman, died at his home in that city on February 18, at the age of forty-

seven years, from complications following an operation performed some time ago. He was prominent in fraternal circles. He is survived by his widow and two sons.

Geo. W. Howell, of the Howell-Dohrmann Co., Oakland, returned a few days ago after a five-weeks' trip to Honolulu.

R. H. Smith is calling on the local trade this week in the interests of S. A. Weller.

Chas. Hass, manager of the S. & G. Gump Co., left here for New York a few days ago expecting to sail for Europe on the Olympic March 28th.

J. Werner, buyer of toys and housefurnishings for the Prager Co., expects to leave shortly for the New York market.

Henry & Carr have installed a crockery and glass department in the basement of their store in Le Grande, Ore.

The American Import Co. is making a larger showing of china and glass than in previous years, according to S. J. Kraemer.

Roland F. Allen of the Morgan & Allen Co., is in the northwest on a short business trip.

A NEW DIRECTORY.

THE Commoner Publishing Co., Pittsburgh, Pa., has just issued a new and revised list of the glass factories of the country. It is very complete giving the kind of ware made with the number of furnace and pots. It is a handy book of reference. Price \$2.00.

BUSINESS BRIEFS.

Fire destroyed the Fochtman Department Store, Petoskey, Mich., on March 2.

The Holland Glass Co., of Cincinnati, has been incorporated with a capital of \$250,000.

The J. A. Rice Dry Goods Co., Rockland, Mass., suffered a loss by fire on March 2, to amount of \$25,000, which was covered by insurance.

Everybody's department Store, of Manhattan, was incorporated with a capital of \$200,000. Incorporators are E. S. Wolbarst, H. C. Dennin, C. Posenick, all of New York City.

The E. C. Woodman Co., Lynn, Mass., dealers in china, glass and crockery, have been incorporated with a capital of \$10,000. The incorporators are Isadore Stone, Jacob S. Witner, Charles J. Coleman and Benjamin Goldroff.



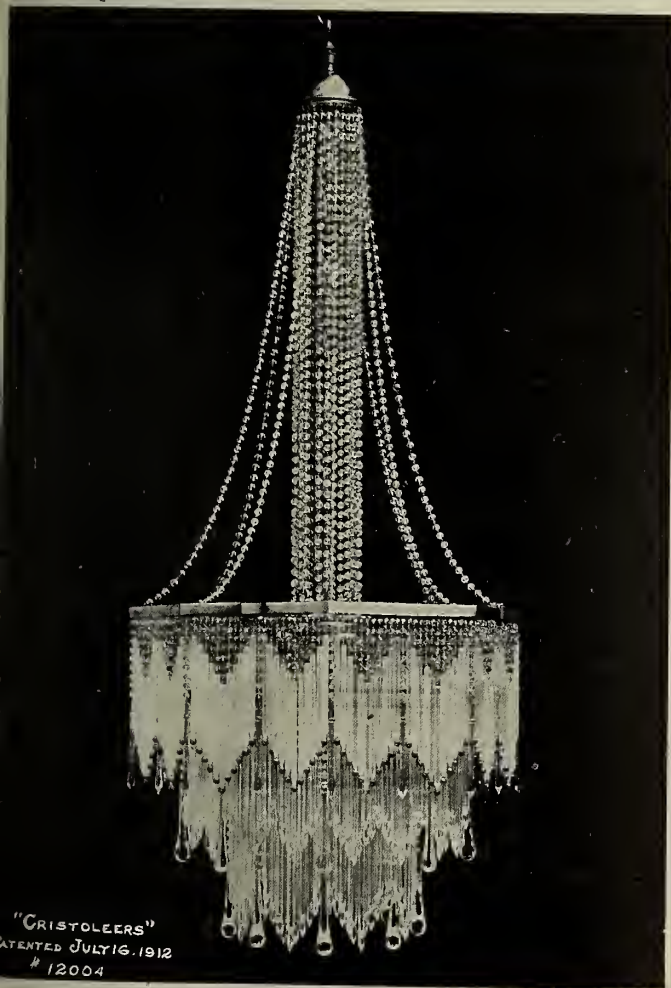
Illuminating Devices.

Hanging, Stand and Portable Lamps; Light-
ing Glassware, indirect and semi-indirect;
Domes, Shades, etc.



The Royal Art Glass Co. have just completed their 1914 line and are showing various novel designs in electric and gas portables as well as a vast assortment of domes.

Edward B. Dickinson is well pleased with the success of his new line of carved wood portables and silk shades. The carvings are well executed and are richly



BY O. O. FRIEDLANDER.

finished in bronze and antique brass. The shades show distinctly new color combinations, and are sure to attract the buyer looking for something out of the ordinary.

For gas and electric portables at a medium price the Mills, Gardner & Co.'s line, shown by H. Benedikt,

has many excellent features to recommend it. The display includes many especially pretty designs in a variety of finishes.

A distinct novelty in a boudoir lamp is being shown by Max Herbert. While the ivory finish has proved the most popular, it may be in had any other desired. The shade, which embodies a very cleverly-conceived idea, matches the standard, and is paneled in delicately-colored silk that can be had in almost any color.

There is no light equal to that given by wax candles. It is softer and less injurious to the eyes than any other kind of illumination. But it would take a lot of them to meet the requirements of the present day, educated



BY THE PITTSBURGH LAMP, BRASS AND GLASS CO.

as the eye has become to gas and electricity. To get some idea of how many it would take to light a large room brilliantly, it is said that at a banquet given by Louis XIV. of France, where 300 people were seated, 1,500 wax candles were used.

CONVENTION OF THE AMERICAN CERAMIC SOCIETY.

THE sixteenth annual convention of the American Ceramic Society, composed of men who have been experimenting in the silicates for potteries and glass factories, convened at the Stratford Springs Hotel, at Wheeling, W. Va., last week. Over fifty guests were present. On account of the snow storm which detained many of the members the program was somewhat changed in order to carry out the work for the first day.

The opening address was delivered by President Ellis Lovejoy, of Columbus, O. He was followed by C. W. Parmelee, of New Burnswick, N. J., on "Data on the Effect of Varying Compression Load Applied in Clay in the Plastic Condition."

J. Minneman, of Derry, Pa., gave an address on the Restoration of Plasticity of Pottery Scrap Clay;" C. Skinnison of the bureau of standards of Pittsburgh read a paper on "A Study of the Attenburgh Plasticity of Clays," and A. S. Watts, of Columbus, on "The Feldspar Supply of the United States."

During the meeting, the society and its associate members were guests of the management, and taken through the plants of the Warwick China Co., Central Glass Co., Riverside Pottery Co., Avon plant of the Riverside Pottery Co., at Tiltonville, O.; Fostoria Glass Co., and the United Stamping Co., of Moundsville, W. Va.

The trip at night to the Washington, Pa., plant of the Hazel-Atlas Glass Co., was one of the features of the convention. The technique of the Owens bottle machine was explained in detail by the management of this plant, and the ceramists and scientific engineers pronounced it a wonderful invention.

A POTTERY AT MT. CLEMENS, MICH.

A POTTERY is to be built at Mt. Clemens, Mich., and Chas. E. Doll, of the W. S. George Pottery Co., has been selected as general manager to build and operate the plant, Mr. Doll is under contract with the W. S. George Pottery Co. until December 1st, 1916, but arranged with Mr. George for his release March 1st. Mr. Doll will immediately proceed with the plans and specifications for the Mt. Clemens pottery, and it is his intention to quickly get all building materials on the site so as to enable the building to be started as soon as weather permits.

This pottery will be of seven kilns capacity; one story construction throughout; and it is the intention to provide modern sanitary and comfort conveniences for the benefit of the employees. Plans are under way to make a record for quick construction, so as to get a share of the 1914 business.

Mr. Doll is a man of distinct ability and his long experience at East Palestine insures success in the new venture.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of December, 1913, compared with the same month in the preceding year, were as follows

	1912	1913
Great Britain.....	\$199,967	\$200,810
Austria.....	50,883	39,391
France.....	146,201	152,377
Germany.....	204,684	240,454
Japan.....	39,149	41,998
Other Countries.....	24,626	27,578
Total.....	665,510	702,608

FOR TWELVE MONTHS ENDING DECEMBER.

	1911	1912	1913
Great Britain...	\$2,455,654	\$2,230,530	\$2,455,453
Austria.....	688,531	657,569	693,923
France.....	1,666,957	1,449,118	1,843,717
Germany.....	4,440,565	3,908,287	3,936,625
Japan.....	1,236,340	1,166,865	1,342,479
Other Countries	358,765	298,988	336,801
Other Europe..			
Total.....	10,846,812	9,711,357	10,608,998

TOYS

	1912	1913
Germany.....	\$207,955	\$211,000
Other Countries.....	79,997	116,401
Total.....	287,952	327,401

FOR TWELVE MONTHS ENDING DECEMBER.

	1911	1912	1913
Germany.....	\$7,210,418	\$6,792,671	\$7,617,371
Other Countries	940,615	934,738	1,239,204
Total.....	8,151,033	7,727,409	8,856,575

GLASSWARE.

DECEMBER		FOR TWELVE MONTHS ENDING DECEMBER		
1912	1913	1911	1912	1913
\$168,775	\$239,457	\$2,239,110	\$2,152,641	\$2,149,129

CHINA CLAY.

DECEMBER		FOR TWELVE MONTHS ENDING DECEMBER		
1912	1913	1911	1912	1913
\$153,971	\$161,720	\$1,464,253	\$1,614,303	\$1,625,451

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

DECEMBER		FOR TWELVE MONTHS ENDING DECEMBER		
1912	1913	1911	1912	1913
\$41,283	\$68,446	\$724,597	\$645,109	\$782,711

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

The annual meeting of the National Association of Manufacturers of pressed and blown glassware will be held in the offices of the organization in the Conestoga building, this city, Tuesday March 10. President E. J. Barry, of Toledo, and secretary-treasurer John Kunzler, of this city, will probably be re-elected. Following this business meeting, which is expected to last only a few hours, there will be a joint conference with the workers for the purpose of adjusting some postponed matters and some disputes which have lately arisen.

Glass manufacturers have been given something to think about, in the statement by the Inter-State Commerce Commission, the railroads have a perfect right to charge from \$1 to \$1.50 for the placing and spotting of cars on private sidings. To the manufacturer this is an added cost, which he will have to meet, without being in a position just at the moment to include in his selling lists. Heretofore the railroad companies have not only placed cars on private sidings, but they have also "spotted" them, free of cost to the receiver or shipper. It appears that inasmuch as the railroads have received such a "suggestion" from the government, that they will not be long in putting it into effect.

The Ludwig Hommel Co. is a new lighting goods concern which was recently formed here and will make a special feature of theatre equipment jobs. The concern will be a large buyer of lighting glassware, much of which will be of special design.

A number of new cuttings on lighting "balls" for electric work are being shown for the first time by the Jeannette Glass Co., of Jeannette, Pa. The first samples have just been brought into this market. All cuttings are brought out prominently by the balance of the "balls" being frosted.

A. J. Smith, of the McKee Glass Co., who has been spending a little time in the south on pleasure, has returned to the district.

With a capital stock of \$250,000 the Holland Glass Co., has been formed at Cincinnati, O., by A. J. Smith

and other business associates. The company has just completed its organization, as the charter was granted at Columbus, O., last week. The character of goods to be manufactured is not known in this district.

W. H. Cassell, of the Central Glass Co., of Wheeling, W. Va., is gradually improving from an illness which has kept him confined for over a month.

It looks as if a new glass factory would be located at Paden City, W. Va., ere long. Conferences with this end in view are being held in this city almost daily.

The Oriental Glass Co. will issue a new catalogue within a month showing its complete line of souvenir assortments. Business is good, especially from the southwest.

J. C. Brady, G. S. Quay and M. S. Whitlock, representing the Hazel-Atlas Glass Co., have returned to the home office after spending a season in New York attending a meeting of leading American manufacturers.

A leak in the gas mains in the vicinity of Wheeling, W. Va., caused no end of inconvenience to the glass factories in the district late last week. Some of the factories lost several days production.

The capital stock of the Pennsylvania China Co., of Anderson, Ind., has been increased to \$200,000.

The sympathies of the trade will be extended to Robert E. West, manager of the Pittsburgh office of the Pittsburgh Lamp, Brass and Glass Co., whose home on South avenue, Wilkinsburg, was destroyed by fire. The contents of the home were insured.

The Federal Glass Co. are now working between eight hundred and nine hundred people and are fully equipped in all departments with skilled men. They have fifty-six blow shops at work and fifty-five press shops with extra help on hand to take care of vacancies, or in case of sickness of any of those regularly employed.

AT CHICAGO.

ALTHOUGH both the crockery and the glassware houses of this city have enjoyed a most gratifying business since the first of the year, the trade during the past week has been of only moderate proportions, excepting that the demand for dinnerware has perhaps been greater than for the other lines.

A new and very effective lighting system has just been installed at the Chicago office of the Ira A. Jones Co. This system has been especially arranged for the display of their new and attractive lines of "Inca" lighting from Gill & Co., of Philadelphia.

Harper J. Ransburg, of Indianapolis, Ind., has been appointed salesmanager of the Cut Glass Products Co., of Chicago, covering the States of Ohio, Indiana, Kentucky, Michigan and Illinois, with the exception of Chicago. The following salesmen will assist Mr. Ransburg in securing business in these States: E. A. Thomas, Ohio, E. W. Ransburg, Michigan and Northern Indiana and Allen Moore, Indiana and Illinois. He will personally cover the large cities.

Geo. W. Mackie, manager for Falker & Stearn, of this city, has been confined to his bed with la grippe, but is now reported to be on the road to recovery.

The various lines represented by W. T. Darden & Co. are now ready for inspection at their new office which was recently opened in the Atlas Block in this city. They are representing the Cambridge (O.) Glass Co. the Warwick China Co. and the Standard Pottery Co.

The Diamond Sales Co., of this city, have received two new and rich Japanese Rose patterns on heavy blanks and also in light cuttings.

J. E. Boring, Chicago representative of the Crooksville, (O.) China Co., left this week for a trip through Wisconsin. Several new and very pretty dinnerware patterns are to be seen at Mr. Boring's office.

The office of W. B. Andrews has recently received some new things in cut glass. Included in this line are etchings and light cuttings, and also an especially attractive assortment of jugs and bowls from Thomas B. Campbell & Co., Brooklyn, N. Y.

Duncan O. Welty, until recently manager of the Chicago office of Gillinder & Sons, is an advocate of the "back to the land" movement. Mr. Welty has retired from the glass business and will engage in farming in Wayne County, Ohio. He has been in the glass business for the last twenty-four years and is very popular with his business associates. He will be greatly missed by his many friends.

The following buyers were here during the week:

Al. Lindquist, of Lindquist Bros., Koekuk, Ia.; H. A. Ross, with Pittsburgh Lamp, Brass and Glass Co. Harry Goodfarb, with Western Chandelier Co., Kansas City; Geo. Brown, with Rudge & Gunzel Co., Lincoln, Neb.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—An experienced salesman for import lines of china, glass and aluminum. REGNIER & SHOUP CROCKERY Co., St. Joseph, Mo.

SITUATIONS WANTED.

A WELL-KNOWN retail buyer, long experience with good firms, now employed, desires to change. Knows all branches of the crockery and glass trades, housefurnishings, dolls and toys. Best of references. Address Box 895, this office.

WANTED—A position as traveler through the South and Middle West for a domestic pottery or a cut glass factory. Years of experience and high grade references. Address Box 896, this office.

AVENIR LIMOGES CHINA

F. W. JENKINS & Co.

*The Hall Building
Springfield
Massachusetts*

Caementum

A liquid porcelain insoluble Caement for all mending and remaking purposes.

Manufactured by Chas. W. Dopson, originator and inventor of Caementum.

With it you can repair anything from the finest china and glass to steam pipes and automobile radiators. Builds missing parts of china, stops leaks in pots and pans, its uses being innumerable. Sets rapidly and when set becomes absolutely insoluble.

Fire, water, acid and alkali-proof. Makes a joint which defies heat, cold, moisture, gas, air, acid and time. Mends forever, keeps forever. A clean, tough, harmless, everlasting and ever-ready Caement. Made in France and the only thing of its kind sold in America. Your jobber has it, or sample sent postpaid, 25c.

STANDARD GLUE COMPANY

Sole Agents for U. S. and Canada,

Dept. G. BALTIMORE, MD.



WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity Notices have been received by manufacturing potteries here, of a course of instruction for practical potters, which is to be given in the department of ceramic engineering at Ohio State University, Columbus, O., March 23-29. This is the first time that such a course has been arranged for. Among those who will lead discussions on all phases of domestic pottery manufacturing, are such well-known ceramists, as: Ross C. Purdy, Worcester, Mass., Arthur S. Watts, Prof. Edward Orton, of the Ohio State University, Ernest Mayer, of the Mayer China Co., Beaver Falls, Pa., and Prof. A. V. Bleining, of the United States Bureau of Standard, at Pittsburgh. The charge for this is but two dollars for the entire week.

John Harrison, one of the oldest decorating shop foreman, is critically ill at his cottage in Mt. Dora, Fla. He is suffering from heart ailment.

Cold weather last week, as in years before, caused a shortage of gas here. Kilns were held back and manufacturers, of course, lost time in firing them off.

C. Nick. Muessig, for many years in charge of the local or western office of B. F. Drakenfeld & Co., has arrived here to again take charge of this branch. He succeeds George Heisler, who severed his connection with the Drakenfeld interests here, March 1, to become associated with the management of the Guernsey Earthenware Co., of Cambridge, O.

The D. E. McNicol Pottery Co., has completed its plaque calendar assortments for 1915, and some very clever effects are being shown. One very popular treatment is that showing a bird's-eye view of the Panama Canal, which gives one a "forty mile scene" within a few inches of space.

A report has been circulated here, that Mr. Burns, who has been buying glass and pottery for the C. H. Teager Co., of Akron, O., has resigned his position.

Throughout the district there is a remarkable short-

age of a number of items. This includes mugs, jugs, fruits, four- and seven-inch plates and teas. Try as hard as the manufacturers will, it appears as if they are unable to get any stock ahead on these items.

An excellent volume of business is reported by the Smith Phillips China Co. Their "Princess" plain dinner shape, is one of the marked successes of the trade. The new open stock patterns brought out in January, are doing well.

T. A. McNicol, who has been making a business trip through Texas, Oklahoma, and other points for the Potter's Co-Operative Co., returned to his office this week.

The condition of trade with the Knowles, Taylor & Knowles Co. was never better than at present. The large variety of open stock patterns, which this concern placed on the market at the opening of the season, continued to move in a most satisfactory manner. Their new shape is proving popular, judging from the number of orders being placed for it.

The Consolidated Mfg. Co. which is operated by local people, has started the construction of its nine-kiln plant at Grafton, W. Va. Machinery for the pottery is now being ordered, and just as soon as the weather moderates, construction will be renewed. One of the officials of this concern declared this week, that considerable business had already been booked.

The erection of a large addition to the plant of the Guernsey Earthenware Co. is expected to be started just as soon as the weather breaks. Plans for doubling the capacity of this pottery have been ordered by Charles L. Casey, president of the company.

Fifty round Mission finished tables, covered with spotless white linens, and each table showing a skeleton set of dinnerware in an exclusive pattern is a pleasing feature of the new sample room of the E. M. Knowles China Co., at Newell. On a dozen square tables is shown cover dishes, teas, jugs and other pieces many

of which are exclusive designs. The semi-indirect lighting system is used exclusively, which greatly adds to the beauty of the place. On the first floor, the main office room is seventy feet long, and on either side are nine individuals offices for executives and general office use. At the east end of the office building and on both floors is built a beautiful fireplace of tapestry brick. All office equipment is in harmony with the interior decorations of the building. The offices and sample room at the Chester plant of this firm has been partially taken up by the decorating and other departments of that factory.

W. S. George, president of the W. S. George Pottery Co., of East Palestine, O., started to operate the seven-kiln pottery at Kittanning, Pa., last week. The plant was secured from the Colonial Trust Co., of Pittsburgh, Pa., which also owns the Ford City plant. Mr. George, who has been in New York city for some time, on his way home, stopped at Kittanning to set the pottery going.

According to a telegram received here, Robert T. Hall, secretary and treasurer of the Hall China Co. is ill at Pinehurst, N. C., having been suddenly stricken with pneumonia.

Among the buyers who have been in the district during the last few days, are the following:

Messrs Hull & Frank, of Joske Bros, San Antonio, Tex.
Mr McGee, of the Rhodes Bros Co, Tacoma, Wash.
P C Rinkin, with the Boston Store, Chicago.

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CROCKERY and GLASS JOURNAL

NEW YORK, MARCH 12, 1914.

THE CONDITION OF BUSINESS.

New York A decided falling off in trade was noticed for the week, attributable undoubtedly to the weather. New York was almost

isolated from the outside world for two or three days, the streets congested with snow, transportation impeded to such an extent that it was almost impossible to get in or out of the city, buyers were deterred from coming to town and those in town found it difficult to get about. Arrivals were comparatively few for the week. Indeed, so far this year there have not been as many people here as came last year up to this date. Last year in the latter part of February and first of March it seemed as if everybody came at once and complaint was made that it was hard to find salesmen to accommodate buyers. This year a better feeling is manifest, the buyers come along comfortably, have been well taken care of and have departed leaving good orders.

The retail and department store trade are still prospective buyers so far the New York department store men have not been prominent in the wholesale ware-rooms.

Our report from the factories also show that business has declined, or rather has not kept up with the pace at which it began. The glass people have felt this more than the crockery men, but business in all branches is quiet.

The present condition is only temporary. If the buyers who have been to the market needed goods, unquestionably those who are yet to come must be in a like situation and good business is discernible on the horizon.

Retail trade has been brought almost to a standstill in the city, but the streets are being cleared and with a

little spring weather there is no question but what the people will buy. Those who wanted goods during the stormy season still want them and others will have found that they will also need both crockery and glass. The buying has been delayed, not stopped. The country round about at the first semblance of balmy weather will resume normal trade activities showing that climatic influence is one of the principle causes of dullness in the trade.

The condition of the crockery and glass trade for the first part of the import season has been very satisfactory and it does seem as if by the time the season is over both wholesaler and importer will find that the sales aggregate considerably in excess of 1913. The prospects are all in favor of this and while people complain of cold and stormy weather in March, that very condition argues for early spring, and the snow further means good crops acting as it does both as a fertilizer and protection against deep frosting. Optimism is the word all through the trade and the chances are that the most sanguine will have their hopes realized.

East Liverpool and Vicinity

All potteries here are working full time with a large volume of orders ahead. New business is coming in from all parts of the country, and in more than one instance, buyers have been unable to place specifications at any price. Concerning the latter, manufacturers say there is no use taking on new business when it is impossible to fill the orders. There is still a shortage of some items here, and it appears as if the plants were unable to get any large stocks ahead. Collections from the Eastern districts are reported somewhat slow.

Pittsburgh and
Vicinity

The lull in the glass business continued during the past week. Manufacturers have been unable to account for such apathy at this season of the year, although much has been blamed on the condition of the weather. There is some demand for general staples.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

Miss E Brennan, c, g, Rothchild & Co, Chicago. 215 Fourth ave.

J W Moorehouse, hf, May Co, Cleveland. 37 W 26.

J Jacklin, c, t, Boston Store, Milwaukee. 21 Union Sq.

J Low, hf, M Seller & Co, Portland, Ore. 43 Leonard.

H Holmeren, c, g, Denver D G, Co, Denver. 30 E 20.

Miss M E Storey, t, Dunn, Taft & Co, Columbus, O. 116 W 32.

Messrs Linton and St Clair, St Johns, N Brunswick.

Mr Vanzof, t, W E Gable & Co, Altoona, Pa. 2 Walker.

C Kirst, t, Foster, Ross & Co Auburn, N Y. 69 Fifth ave.

O J Dietsche, t, W Hengerer Co, Buffalo. 214 Church.

L J Wagner, t, J N Adam & Co, Buffalo. 214 Church.

J E Hogan, hf, c, Shartenburg & Robinson Co, Pawtucket, R I. 75 Spring.

D L McCarthy, hf, c, J Long's Sons, Scranton. 315 Fourth ave.

A A Brenton, hf, t, Shartenburgh & Robinson, New Haven. 75 Spring.

Geo H Bowman Co, Cleveland, O.

S Jaquette, Bailey, Bauk & Biddle Co, Philadelphia.

Mr Hillman and Mr J. W Robinson, Kinney & Levan Co, Cleveland.

W I Teed, W I Teed & Sons, Sayre, Pa.

Mr Clullen Chas C Clullen & Co, Knoxville, Tenn.

B Hockstadter, c, Grand Leader D G Co, Everett, Wash. 315 Fourth ave.

AT PITTSBURGH.

AT a meeting of department managers and members of the firm of the new Kaufmann-Baer department store, which was held in the general offices of the company, a few days ago, it was decided to have the grand opening of this store on March 18, and a general invitation was issued to all manufacturers and salesmen to attend the opening.

J. Kohnfelder, for nine years with the Siegel-Cooper store, in Chicago, as manager and buyer for the housefurnishing goods department, is occupying a similar position with the new Kaufman-Baer department store here. He is assisted by A. B. Stutz,

formerly of Memphis, but more recently with the Kaufmann department stores, inc., of this city.

B. F. Feldner, showing the new lines of the Roseville Pottery Co., was at the Hotel Anderson for several days this week.

Charles Ellis, with the George H. Bowman Co., of Cleveland, is at the Colonial-Annex, showing the new import lines of this concern. The exhibit also includes a generous line of aluminum goods and also imported cut glass specialties.

The Pittsburgh Commercial Club has just announced plans for an indoor commercial carnival, which will be held April 22-25, on the tenth floor of the First National Bank building, which is being specially arranged for the affair. O. H. Demmler, of Demmler Bros. Co., will have a large display of china, glass and housefurnishings.

The packet Queen City, which sank at the head of the Louisville (Ky.) Canal, February 19, was raised and will be taken to the drydocks at Point Pleasant, W. Va., and forty feet added to its length. It will be operated exclusively in the Pittsburgh and New Orleans trade, which will be a good thing for glass and pottery shippers.

LIVERPOOL EXPORTS.

From the Freight and Shipping Circular of John Edwards & Co Liverpool.

TO	Shipments week end'g Feb. 21, '14	Correspond- ing period 1913	Exports Jan 1 to Feb. 21, '14	Correspond ing period 1913
New York	182	265	1435	1861
Boston	127	87	918	1016
Philadelphia. ....	....	....	324	491
Baltimore.....	217	532	1348	1328
San Francisco ..	1	4	120	179
New Orleans. ..	1	....	204	203
Portland (Me.)..	70	....	465	677
Galveston .....	....	....	63	....
Newport News..	....	....	26	21
Portland (Or.)..	....	31	....	72
Inland Points ..	32	....	93	107
Total	630	960	4996	5958

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Feb. 21, '14	Correspond- ing period 1913	Exports Jan. 1 to Feb. 21, '14	Correspond ing period 1913
Boston	127	87	731	832
New York	182	265	1238	1739
Baltimore	214	532	1348	1328
Philadelphia. ....	....	....	316	379
New Orleans.....	1	....	136	203
Newport News..	....	....	26	21
San Francisco ..	1	4	80	175
Portland (Me.)..	70	41	462	675
Galveston .....	....	....	63	....
Portland (Or.)..	....	31	....	64
Inland Points ..	44	....	178	148
Total	642	960	4578	5714

THE METROPOLITAN MARKET

Rowland & Marsellus Co. have signed a lease for the store and basement at 139 Fifth avenue between Twentieth and Twenty-first street. Thomas W. Hamilton, who has space with the Rowland & Marsellus Co. now in Barclay street, will go up to Fifth avenue also.

Distinctive patterns, superior workmanship and exceptional quality stamp Baccarat glassware as an aristocrat among glassware. A. Gredelue, the representative in this country, is an expert designer and is responsible for a great many of the artistic patterns produced by the concern's factories. Among the recent importations is a unique engraved acid gold border design on a full line of stemware, and some very odd-shaped vases decorated with hand-engraved mythological subjects beautifully executed.

Several new patterns that are sure to prove valuable additions to the already strong line of open stock dinnerware produced by L. Bernardaud & Co. have been added this season and are now being displayed at the concern's showrooms. The decorations show some excellent effects and exquisite colorings in original floral treatments.

The explosion cause by the bursting of a water main at Twenty-third street and Fifth avenue Sunday morning, caused considerable excitement in the uptown district. It was fortunate that it occurred on Sunday instead of a week day, both on account of loss of life that might have resulted and also on account of business. Everybody was ordered out of the Fifth Avenue Building after the explosion and no one was allowed to enter until the extent of the damage could be determined.

A greater array or a more beautiful lot of samples has never been produced by the United States Glass Co. than the lines now being shown in their spacious showrooms. The "Monticello," a copyrighted engraved pattern in a full showing of drawn stemware is especially pretty and suprisingly low-priced. Then there are various needle etchings, prominent among them being the "Dolly Madison," a unique design that is destined to have a long reign of popularity. An im-

mense assortment in a new Colonial pattern is also a feature of the stock.

Bassett's letter writer takes the Hay-Pauncefote treaty and Canal tolls, and the agreement of the government with the French china manufacturers as his topic this week and with his usual versatility turns these important matters into an advertisement for Bassett's china.

Prominent in the excellent display of new samples from the Duncan & Miller Glass Co., being made by the concern's local sales manager Paul Joseph, is an exceptionally pretty line of old English optic ware. Its main charm aside from the clear quality of crystal and splendid workmanship is in its simplicity.

Special interest is being directed to de la Croix & Lemcke, who have just received a lot of new samples from the Newark Cut Glass Co. and the Quaker City Cut Glass Co., in low and medium-priced wares. The goods are apparently presented at figures that show attractive values for the retailers. They have also received new high grade lines from Kellner & Munro, Brooklyn. These are all hand work patterns, new and well executed.

Herman C. Kupper is offering French china dinnerware from Chas. Ahrenfeldt that includes a range of patterns and prices. This make of china has achieved a world wide reputation for quality and originality of designs. People who buy Ahrenfeldt china always come back for more. Take a look at the samples. It will be money in your pocket to carry the goods.

John A. Nelson, Inc., cut glass, Catskill, N. Y., has opened a New York office and salesroom in Room 607 Bartholdi building, which will be in charge of Wm. Robertson and C. H. Farrell.

The three-leaf clover design, cuttings brought out by the Irving Cut Glass Co. this season, is so different from the ordinary that it made an instant appeal and promises to be one of the most successful they have

ever turned out. F. W. Reichenbacher, the sales agent, is displaying the full assortment which includes several articles not heretofore made by the company. The "Cornell" is another pattern that is a close second in beauty. A cordial set shown in both the new designs is one of the special features of the 1914 line.

The Strobel & Wilken Co. are offering a splendid line of aluminum ware to the trade. Their lines of Austrian dinnerware have been very successful and they are also doing a big business in dolls and toys. A new line of glassware just put on display that is attracting a good deal of attention is a dull finish iridescent glass with engraved floral designs.

The Potomac Glass Co. have never brought out a more beautiful line than this season, and Thos. G. Edge, the local sales manager for the concern, is very much gratified at the success that the new patterns are making in the trade. One design worthy of special note is a copyrighted deep plate etched floral pattern in a wide border effect that is wonderfully attractive.

Among the new samples being displayed by the Royal Copenhagen Porcelain, Inc., are some delightful animal studies taken from life which are really wonderful in their naturalness. There is also an exceptional showing of fancy pieces in art Fayence ware such as vases, plaques, candlesticks, etc.

Several especially good needle etched designs in both optic and plain crystal are among the Cambridge Glass Co.'s 1914 productions that are being shown at the concern's sales rooms in charge of manager D. King Irwin. These patterns are all exceedingly neat and dainty and are just enough different to make them distinctive.

Many profitable hours can be spent by the buyers in the salesrooms of L. Straus & Sons, with one of the largest and most complete stocks that this concern has ever shown. One entire floor is given over to the dinnerware and fancy china department, in which new products from many of the best known German, Austrian and French potteries are shown, important among them being the well known Schwarzburg china.

Richard Kohn has secured the Laurel Cut Glass line and the Central Cut Glass, of Chicago, in addition to the Niland and will display full assortments of the 1914 samples at his new show rooms at Park Place.

The line of Guernsey Earthenware shown by Bates & Ledden is one of the most complete to be found, everything conceivable in the casserole line together with numerous specialties makes it a display of unusual interest.

One of the most attractive things that A. P. Doctor, sales manager of the Central Glass Co. has brought out

is a rye highball set with a splendidly executed light cut design. Another of this seasons patterns is an original needle etching in a lace effect border design known as Band 101.

A hearing on Assemblyman Mark Eisner's petition for an amendment to the Constitution of the State which will enable travelling men to register for voting while away from home was held at Albany on Monday night. A committee from the Associated Traveling Salesmen were in attendance.

A varied assortment of attractive novelties in Villeroy & Boch earthenware are among the latest arrivals from the Mettlach factory now being shown by the American sales agent E. R. Thieler. Some beautiful solid colorings and unique border effects are shown. The Thieler showrooms are full to overflowing with interesting items from each of the Villeroy & Boch factories.

A fire at 43 Vesey street, which it is claimed started in the packing room of Bawo & Dotter's downtown shipping department on Tuesday afternoon. The damage was about \$35,000.

This seasons new samples from the H. C. Fry Glass Co. are a revelation both for the original and wonderful beauty of the designs. These are now being displayed by C. H. Taylor, the concerns sales manager in the Fifth Avenue Building. Two particularly pleasing new patterns are the "Jonquil" and the "Sylvia" and another extremely odd design in an all mitre cutting is the "Hazelwood."

J. D. Dithridge, the local sales manager for the Bryce Bros. Co., is displaying a comprehensive line that is replete with new ideas in etching and cuttings in stemware, tumblers, decanters, carafes, etc., that fully sustains the concerns reputation as manufacturers of fine blown glassware.

Undoubtedly the largest variety and most complete line of teapots ever produced by one concern is that being shown by Robert Slimmon & Co., sales agents for L. Sudlow & Sons, England. They are in many finishes—gold and silver, jet, white and green, etc. Among the novelties are teapots with trays and stands to match, designed to protect the tablecloth, and their usefulness has created a demand that has won for them a prominent place in the big stock.

Cox & Lafferty are showing new productions from the Imperial Glass Co., which is represented by them. Important among the 1914 samples is a line of Colonial open stock table glassware that is quite out of the ordinary. A narrow ribbon design is used which is finished within a half inch of the top with a pretty beaded border.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for two weeks ending
March 10, 1914

ANTWERP

6 packages chinaware.....	Strobel & Wilken Co
11 " glassware	Fensterer & Ruhe
4 " "	Graham & Zenger
81 " "	Miscellaneous Orders
18 " earthenware	Bawo & Dotter
21 " "	G F Bassett & Co
8 " "	Strobel & Wilken Co
67 " "	Miscellaneous Orders
8 " toys	B Ilfelder & Co
16 " "	Strobel & Wilken Co
49 " "	Miscellaneous Orders

BREMEN

7 packages glassware.....	L Straus & Sons
18 " "	A Steinhardt & Bro
47 " "	Samstag & Hilder Bros
6 " "	Strobel & Wilken Co
43 " "	Miscellaneous Orders
231 " earthenware	Geo Borgfeldt & Co
41 " "	O Goetz
38 " "	Karl Hutter
33 " "	L Straus & Sons
112 " "	Miscellaneous Orders
59 " chinaware.....	Strobel & Wilken Co
80 " toys.....	Geo Borgfeldt & Co
19 " "	G W Travers
14 " "	F W Woolworth
20 " "	Samstag & Hilder Bros
131 " "	Strobel & Wilken Co
181 " "	Miscellaneous Orders

CHRISTIANA

2 packages glassware.....	J H Venon
73 " toys.....	Geo Borgfeldt & Co

NAPLES

20 packages earthenware	Geo Borgfeldt & Co
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SOUTHAMPTON

17 packages earthenware.....	H Creange
214 " "	Haviland & Co
6 " "	J J Hirs
10 " "	Haviland & Abbot Co
6 " "	J H Venon
15 " "	A G Moment

FIUME

10 packages toys	Strobel & Wilken Co
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ROTTERDAM

2 packages earthenware	L Straus & Sons
23 " "	Lazarus & Rosenfeld
3 " "	L D Bloch & Co
21 " "	Fensterer & Ruhe
24 " "	Miscellaneous Orders
6 " toys.....	B Ilfelder
121 " "	Miscellaneous Orders

HAVRE

54 packages chinaware.....	Vogt & Dose
10 " "	F Bing & Co
47 " "	Herman C Kupper
51 " "	Haviland & Abbot Co
12 " "	L Straus & Sons
146 " "	Theodore Haviland & Co
28 " "	A G Moment
13 " "	Justin Tharaud
99 " "	Miscellaneous Orders
138 " glassware.....	E Utard

LONDON

5 packages toys.....	Strobel & Wilken Co
12 " "	Geo Borgfeldt & Co

TRIESTE

17 packages glassware	J Palme
97 " "	L Straus & Sons

HAMBURG

105 packages glassware.....	Fensterer & Ruhe
6 " "	F W Woolworth
103 " "	W R Noe & Sons
144 " "	O O Friedlander
2 " "	J J Hines
3 " "	Koscherak Bros
3 " "	Herman C Kupper
8 " "	L D Bloch & Co
16 " "	O Goetz
2 " "	W H Plummer
84 " "	L Straus & Sons
9 " "	Strobel & Wilken Co
231 " "	Miscellaneous Orders
17 " earthenware.....	Herman C Kupper
1 " "	O Goetz
20 " "	J Palme
5 " "	F Bing & Co
5 " "	Graham & Zenger
63 " "	C L Dwenger
26 " "	Bawo & Dotter
43 " "	B Tomby
88 " "	L D Bloch & Co
53 " "	L Straus & Sons
24 " "	E R Thieler
98 " "	Geo Borgfeldt & Co
663 " "	Miscellaneous Orders
103 " chinaware.....	Strobel & Wilken Co
28 " "	Bawo & Dotter
59 " toys.....	B Ilfelder & Co
10 " "	Geo Borgfeldt & Co
464 " "	F W Woolworth & Co
5 " "	F A O Schwartz
25 " "	Samstag & Hilder Bros
31 " "	Bawo & Dotter
127 " "	Strobel & Wilken Co
353 " "	Miscellaneous Orders

LIVERPOOL

87 packages earthenware.....	W S Pitcairn
18 " "	Maddock & Miller
30 " "	G F Bassett & Co
20 " "	H C Edmiston
67 " "	E Boote
5 " "	W H Plummer
13 " "	Meakin & Ridgway
13 " "	Strobel & Wilken Co
2 " "	Bawo & Dotter
26 " "	Miscellaneous Orders
3 " glassware.....	Rowland & Marsellus Co
17 " toys.....	Strobel & Wilken Co
18 " "	Geo Borgfeldt & Co

GLASGOW

12 packages glassware.....	H A Rogers & Co
17 " chinaware.....	Royal Copenhagen Porcelain Co
28 " toys.....	Geo Borgfeldt & Co

IMPORTS AT PORT OF BOSTON

LIVERPOOL

54 packages earthenware.....	Jones, McDuffee & Stratton Co
16 " "	Mitchell Woodbury & Co
9 " "	The Rowland & Marsellus Co
4 " "	Richard Briggs & Co
19 " "	American Express Co
4 " "	Houghton & Dutton
128 " "	F W Woolworth & Co
5 " "	Strobel & Wilken Co
47 " "	Miscellaneous Orders

BREMEN

23 packages earthenware.....	First National Bank
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CHINA AND JAPAN

32 packages earthenware.....	Jones, McDuffee & Stratton Co
7 " "	Miscellaneous Orders

ANTWERP			
61	packages earthenware.....	Jones, McDuffee & Stratton Co	
9	"	.....	First National Bank
2	"	.....	American Express Co
1	"	.....	Miscellaneous Orders
HAMBURG			
32	packages earthenware.....	Jones, McDuffee & Stratton Co	
8	"	.....	Lazarus & Rosenfeld
8	"	.....	Geo Borgfeldt & Co
75	"	.....	F W Woolworth
12	"	.....	F Behrend & Co
9	"	.....	Strobel & Wilken Co
31	"	.....	Welsbach Co
13	"	.....	L E Knott Apparatus Co
2	"	.....	R F Downing & Co
33	"	.....	B D Webber
47	"	.....	L Wolf & Co
2	"	.....	American Express Co
12	"	.....	Jordan Marsh Co
8	"	.....	W N Proctor & Co
25	"	.....	Mitchell, Woodbury Co
396	"	.....	Miscellaneous Orders

JOTTINGS FROM BOSTON.

INCREASED confidence that the coming year is going to be a winner in Boston, is the keynote of the business situation among the crockery and glass men in this city. While the dealers have not been as busy as they were before the holidays, they have been receiving about all the orders they can handle.

Miss Helen S. O'Neil has joined the welfare department of the Employees Mutual Aid Association and will have charge of some lines of work for the Shepard, Norwell Co. Officers and directors of the association of this store held their quarterly meeting at the Quincy House this week. It, with its auxiliary, numbers 900 members. The first assembly was held by these organizations on Friday evening.

S. H. Lindsey, formerly with R. H. White Co., has become a floor superintendent for the Gilchrist Co.

Bowling teams for women and men still continue to arouse the interest of the force in Jordan's, White's, Gilchrist's, Houghton & Dutton's and other of the large stores.

Charles A. Hanley, merchandise manager at the Henry Siegel Co.'s store has resigned and is at Pinehurst, N. C., for a rest before assuming new duties in this city.

Neil A. McColgan, Houghton & Dutton Co.'s housefurnishing buyer, has returned from a New York buying trip.

Alvin T. Whittier, who was favorably known to the trade for a long time in Boston, died at Rockland, Me. Mr. Whittier founded and was the first president of the Maine Quarter Century Traveling Men's Association and the Cambridge (Mass) Citizens' Trade Assoc-

iation. He was seventy-one years old and had been a traveling salesman for forty-eight years.

R. W. Corey of Mitchell, Woodbuy Co., has just returned from the Western part of Massachusetts where he has been for a month.

Maurice Caro, glass buyer for the company, has just got back from a trip to New York and Baltimore where he purchased cut glass.

G. E. McFarlin has just placed on display new sample lamps from the Goshen Novelty and Brush Co., Goshen, Ind. These lamps have art glass shades and mahogany standards. Mr. McFarlin has received notice of the death of Charles E. Lamb, president and general manager of this company.

W. F. Forbes, eastern salesmen for John H. Roth & Co., Peoria, Ill., and for Danial Mortenson & Co., Chicago, is in the city, H. P. & H. F. Hunt are New England agents for these firms. The Hunts have put on their shelves the samples of the Desmond Art Novelty Co.'s decorated bureau sets and plaques and a line of candy-filled novelties from the West Bros. Co., Grapeville, Pa.

George W. Beals is on a trip through Connecticut. B. G. Twitchell, buyer for the R. A. McWhirr Co., Fall River, has returned from a visit to New York.

J. W. Horn, White's toy buyer, ran over to New York the other day.

Mayor Curley has taken a hand in the disposal of the Henry Siegel Co.'s store and has sent a man to Philadelphia to see if John Wanamaker cannot be induced to conduct this important business. The rumor regarding the W. & A. Bacon Co. taking hold of Siegel's still persists and so far seems the most likely of any of the numerous solutions of the problem. It is expected that a decision in the matter may be reached the last of this week. J. J. Sullivan, formerly with the Siegel store, has become connected with Gilchrist's as floor superintendent.

Among the visitors in town were: Mr. Driver, of the L. C. Smith Co., Rockport; M. P. Alkon, of the M. P. Alkon Co., Portsmouth, N. H.; Mr. Hall, of the G. C. Russell Co., Holyoke; Mr. Harrington, of Harris, Morey Co., Woonsocket, R. I.; a representative of Cassidy Brothers of Turner Falls; A. F. Roberts, Brattleboro, Vt.; W. F. Hallowell, C. T. Sherer Co., Worcester; Mr. Kemp, H. L. Kincaide Co., Brockton and Quincy; Gardner Brewer, Burlington, Vt.; S. Wilcox, Greenfield; Mr. Fiske, Fiske Furniture Co., Whitingsville; Harry Merrill, Newport, Me.; T. F. Connor, Pittsfield, Me.; Mr. Percival, Pike Station Store Co., Pike, N. H.; James Gordon, Genesee Glass Co.; Harry L. Seixas, Edward Boote, New York; W. F. Wetherall, E. M. Knowles China Co., East Liverpool; W. J. Straube, Vogt & Dose, New York.

Glass Salesmen Present at the Monongahela House, Pittsburgh, During Glass Exhibit Held in July, 1885.



Top Row (standing) reading from left to right—Dennis Banks, Wm. Johnson, Carl Ewing, Elmer Walling, Matthew H. Sloan, Wm. Burcher, (next man unidentified), George Caldwell, Wm. Duvall, Mr. Odell.

Second Row — Daniel C. Hemingray, Jas. W. Blaney, Edw. C. King, Mr. Davis, Henry Ranney.

Third Row — John C. Anderson, James McCabe, Chas. G. Magee, Addison Thompson, "Pap" Ellis, Wm. B. Ranney, James W. Collins, Peter Brady.

Front Row—Chas. Mustin, Lucien B. Martin, Andrew Gottschalk.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday

BY

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MARCH 12, 1914.

THE SIEGEL MUDDLE.

THE serious differences existing among the bank creditors of the defunct Siegel business has resulted in almost riots at times and while not much has crept into print about the merchandise creditors they have been active. At this writing it looks as if the Fourteenth street store and the Simpson Crawford Co.'s store would be closed soon. An unofficial report is to the effect that the receivers are anxious to wind up the business as they are losing money and it is proposed to sell everything by public auction on March 24. At a meeting held on Monday the receivers announced that those enterprises and Merchants' Express Company, were being operated at a considerable loss, and that it was urgent that they should be sold at once. The sale of the stores at auction, it was pointed out, would not in any way interfere with the plans for a reorganization which were contemplated because a purchasing company could be organized to buy the stores in at the auction sale. The receivers, however made it plain that the assets of the Siegel mercantile enterprise would not be sold for a song.

More than 800 of the Siegel Bank depositors through their attorneys, said they could not accept the offer of the Depositors' Realization Corporation. That proposal was to pay the depositors, in the event of a reorganization of the stores, 32½ per cent of their claims in cash, and 67½ per cent in notes maturing at the end of five years; or, in case there was no reorganization of the stores, 30 per cent in cash and the remaining 70 per cent of their claims in notes. The notes were to be secured by \$4,000,000 of stock of the Siegel Stores

Corporation, and their payment was guaranteed by Siegel and Vogel.

Subsequent, however, to the state of affairs as set forth in the forgoing a surprise was sprung by the withdrawal of the 30 per cent cash and five years balance proposition.

On Wednesday both Henry Siegel and Frank E. Vogel were indicted on three counts and held in bail of \$25,000 each.

Two accusations against the men for accepting deposits in the private bank of Henry Siegel & Co. are the basis of the first two indictments, while the third charges them with obtaining \$25,000 from the National Bank of Commerce on the strength of a false statement as to the financial condition of the Fourteenth Street Store. They are charged with neglecting to mention an indebtedness of about \$1,500,000 to various interest.

The penalty upon conviction under either of the first two indictments is from one to five years imprisonment and a fine up to \$5,000, while for the third it is a maximum of ten years with \$10,000 fine.

PERSONAL.

IT is not an unusual thing for the crockery, glass or lamp men in the District to be caught on the jury but it does not often happen that any of them have to sit a whole week on a single case. C. A. Holbrook, New York manager of Edward Miller & Co., was drawn a week ago Monday on an apparently simple case of attempted burglary, but it resulted in a "Cause Celebre." The court held session continuously during the day and evening from Monday morning, until eleven o'clock Friday night when the case was given to the jury. After being out all Friday night the jury disagreed.

After a cross country trip which consumed the best part of three weeks and included stops at some of the best known glass factories and potteries, J. K. Hull, the well known buyer for Joske Bros., San Antonio, Texas, accompanied by S. Frank, vice-president of the concern, arrived here a few days ago. Mr. Frank was especially interested in the details of the manufacture of pottery and glassware. Mr. Hull placed several orders en route and has also been placing several in the market here since his arrival.

Isidor Rothstein was here for a few days last week. He says his business is very satisfactory and he expects to be back in two weeks to place more import orders.

F. W. Gardner, of the Cut Glass Products Co., is in New York for a stay of several weeks.

W. H. Pooley, the former secretary of the J. D. Bergen Co., Meriden, Conn., who resigned his position

with that concern on February 21, is now in New York, where he expects to go in the manufacturing business for himself within a short time.



H. H. Holmes, who was formerly buyer of china and glassware for the J. G. McCrory Co., is now employed in the same capacity by the American Five and Ten Cent Stores, with offices at 315 Fifth avenue.



H. W. Gammon, of Cox & Lafferty, left on Monday night for a tour through New York State with a line of Japanese china from Takito, Ogawa & Co. It is his maiden trip through this territory.



F. W. Sanders of Little Rock, Ark., is in town at the Martinique. He says business is good with him as the country is growing very rapidly around through his section.



Percy G. Thompson, who has been managing Woolworth's store in Dover, N. H., will sever his connection with that company and engage in business with his brother at Attleboro, Mass.



Arthur Miller, of Edward Miller & Co., Meriden, Conn., sailed Wednesday on the Princess Louise for a twenty-seven day trip to Panama and other points of interest.



H. R. Luckock, vice-president of the Jewel Cut Glass Co., was called suddenly to Toledo by the death of his brother-in-law, who died last Thursday.



Henry Saul, who travels west for Bawo & Dotter, and who came in from his preliminary trip to meet the visiting trade, will leave Saturday to complete his trip and expects to be out until the first of June.



J. W. Moorehouse, buyer for the May Co., Cleveland, arrived in town on Friday, last week, and is at the McAlpin.



I. E. Fronani, with Woodward & Lothrop, Washington, D. C., was visiting the trade last Friday. He speaks very encouragingly on business in Washington.



W. S. Creveling, with the Guernsey Earthenware Co., is in Canada in the interest of his pottery. He writes that he has placed many orders, some of them large, and is elated at the prospect of business with our neighbor across the border.



Charles E. Boote, a cousin of Edward Boote, and the head of T. & R. Boote, Burslem, Staffordshire, England, one of the largest manufacturers of tile in the world, is a passenger on the Mauratania which is due to arrive in this port on Friday. Mr. Boote will spend

about three weeks here and during that time will make a trip to Canada for the purpose of calling on the trade there.



Ernest J. Johnson, of Johnson Bros., Hanley, England, accompanied by A. W. Naylor, a representative for the concern, sailed for home on the Lusitania on Tuesday. Both Mr. Johnson and Mr. Naylor had been here during the import season.



George Hamilton, who has been with W. S. Pitcairn, has arranged to travel for E. B. Dickinson beginning April 1.



Wm. Dougherty spent Thursday and Friday of last week calling on the trade in Philadelphia where he reports business conditions very gratifying.



J. A. Beyer, Saratoga Springs, N. Y., was one of the buyers of illuminating glassware in the market during the week.



C. W. Lang, of Kinney & Levan, was visiting the trade this week, and he speaks very encouragingly of conditions and is looking for a big business.



H. L. Seixas, representing Edward Boote's lines, left Sunday for a short trip through New England with Boston as the first stop.



Mr. Glasgow, of Glasgow Bros., Jackson, Mich., left on Tuesday for home after having spent several days on a buying trip.



George H. Kefaver, with R. C. Reynolds, Troy, N. Y., was one of the buyers to visit the District this week. He said that the Troy factories were all very busy and that the retail business in that city was in a flourishing condition.



The many friends in the trade of Hugo Hart, with L. Barth & Sons, were glad to see him around again after having been ill with the grip for some time.



A. F. Tepe, representing Hugh Edmiston's lines, will start on an extensive western trip next week.



E. L. Goss, of the A. L. and E. F. Goss Co., Lewiston, Me., spent several days in the city this week placing orders.



John Hawthorne, china buyer for John Wanamaker, New York store, sailed for Europe on Tuesday for his annual buying trip.



George S. Brush, a member of the Brush-McCoy Pottery Co., Zanesville, O., spent the first half of this week in New York in conference with the concern's sales agents, Cox & Lafferty.

SAN FRANCISCO AND THE COAST.

BUT few buyers arrived at the local import sample rooms the past week, but engagements were booked with a good many who are expected within the next week or ten days. One house alone reports 300 such engagements, which indicates busy times for the next month. General wholesale business is reported considerably better now than for some time past.

The A. W. Pike Co. has moved its cut glass and silverware samples to the location formerly occupied by the Anglo-American Importing Co. on the second floor of the building, in which it occupies the ground floor. The new quarters are 45 by 160 feet, and have been fitted up in first class shape, and the company's European novelty lines will be moved upstairs together with the cut glass and silverware. The company handles C. Dorflinger & Sons and Krantz & Sell Co. cut glass lines. A. B. Morris is calling on the trade in Montana, after booking very good orders in Oregon and Washington.

Louis Hertz, dealer of Salinas, Cal., was a recent visitor at local sample rooms.

Pacific Coast Manager A. A. Otte, of the Pittsburgh Lamp, Brass and Glass Co., is at headquarters again, his assistant Clifton Lewis, is expected home within a few days from his regular trip through Arizona, New Mexico and Colorado.

Geo. Bockman is home after calling on the trade in the Sacramento Valley, in the interests of the Fostoria Glass Co., and expected to remain at headquarters while B. F. Heastand makes his trip to the Hawaiian Islands.

R. C. Altschul and Ben. Jacobs, travelers for Himmelstern Bros., have completed their early trips, and will keep appointments with buyers at the local sample rooms the rest of this month.

Hugh E. King, representing the Queen City Silver Co., Cincinnati, and the Central Cut Glass Co., Chicago, was a visitor to the San Francisco trade the past week.

Geo. A. Boomer, coast manager for the Plume & Atwood Manufacturing Co., has completed his trip in British Columbia, Oregon and Washington.

The Baker-Smith Co. has moved to the third floor of the Rialto Building and has considerably more display space in the new quarters. Manager Lloyd is now calling on the trade in the northwest.

M. P. Meyer, retail sales manager of the Nathan-Dohrmann Co., reports very good returns from a cut glass sale, the past two weeks.

The remainder of the stock of E. H. Forestier, including cut glass, will be offered for sale, on the second floor of the Jewellers building, the latter part of this

week, and if the assignees are successful in closing up the business, Mr. Forestier will endeavor to secure the same location to re-engage in business.

The employees of the Prager department store were the guests of the management a few evenings ago at a theatre party. Nearly 300 tickets were distributed for the occasion.

Sylvester A. Baker, local representative of the Macbeth-Evans Glass Co., is expected home next week after calling on the trade in the northwest.

Arthur Elston is at headquarters after showing his company's cut glass and jewelry lines.

Word has been received here that A. L. Ducommen, of Los Angeles, will stop here shortly on his way home from the northwest.

Joe Brunner, manager of the local sample rooms of Bawo & Dotter, has his import lines complete.

OF A BYGONE AGE.

IN looking over the old records of Cauldon, Ltd., Stoke-on-Trent, England, recently, some very interesting documents relating to their old patterns and designs were found, some being especially so to those interested in the sanitary trade and its development.

The first is a registration of a one-piece large water area wash-down closet, back outlet, with supply to box rim, and weeping hole, and also having a hinged cover, dated 1849.

2. A Belgian patent for a fluted wash-down closet in one piece, with back supply, open rim and back outlet, the top being dished for use as a slop hopper. This is dated 1851. Another drawing of this closet shows a lug on either side, presumably to fix seat.

3. The registration for an embossed wash-out closet with an external outlet, in one piece, this being dated 1855.

The firm have drawings of the latter closet, but made plain, which they think were made some years prior to this one, but unfortunately they are not dated.

There are also several registered designs of "ablution bowls." These are an early form of pillar lavatory, with reservoir and receptacle for waste water. Some of these were exhibited at the Great Exhibition of 1851, and illustrated in the "Illustrated London News" of October 4th, 1851.

An old wage book for the same date shows that the firm then had thirty-seven "sanatory" pressers.

The firm's first illustrated "sanatory" catalogue was issued by John Ridgway & Co. in 1851, "under the sanction of the General Board of Health."

Some fine registered designs for tableware, dated 1844 to 1850, were also discovered, some of which the firm propose to again put on the market.

Illuminating Devices.

Hanging, Stand and Portable Lamps; Lighting Glassware, indirect and semi-indirect; Domes, Shades, etc.



WHILE business in the illuminating glassware and portable line has not come up to expectations during this buying season, the manufacturers take a common sense view of the situation and are extremely optimistic as to the future and are confident that they will get enough business during the summer buying season to make up for the dullness prevailing. Their



BY O. O. FRIEDLANDER.

optimism seems to be well founded, for the retailers are not overstocked in this line and with the increased demand that surely will come with improved weather and financial conditions, they will need goods and plenty of them. The portable lamps and domes as Christmas gifts became more popular each succeeding season, in all grades from the cheapest to the most expensive, and the buyers will be forced to place liberal orders in August for holiday deliveries. The salesmen on the road are doing a fairly good business which while remarkably large, seems to be satisfactory. Rapid strides are being made both in the manufacture of portables lighting glassware, and the concerns in these lines are prepared with better displays not only from an artistic standpoint but in completeness and prices than ever before.



An innovation in the Bawo & Dotter lamp department is an exquisite assortment of imported and domestic electrical table decorations. A very odd one, is a low Japanese bamboo basket filled with various fruits which when illuminated makes as charming a table ornament as could be wished for. There are also some very ornate Princess baskets, in many sizes, filled with different colored flowers and foliage, which are true to

nature in their coloring, these too, when lighted give an exceedingly pleasing effect.



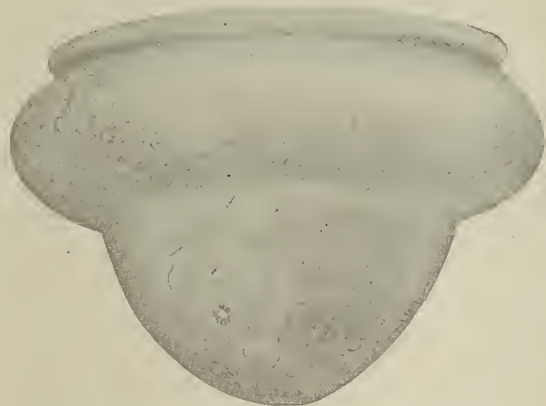
No matter how often the buyer visits Edward Miller & Co.'s showrooms there is always something new to be seen in electric and gas portables and fixtures as well as an excellent line of kerosene lamps and burners—in fact, anything in the lighting fixture line will be found in their vast stock. One of the concern's recent novel productions is a handsome portable lamp in Flemish finish with a smoker's set fitted in the base.



Among the new samples on display at the Pittsburgh Lamp, Brass and Glass Co.'s showroom is an addition to the "Translux" illumination glassware. This is a sixteen-inch semi-indirect bowl in roughed finish with a distinctly original raised leaf design called the "Dolphin." Sales manager Frechie reports that already many orders have been received for the new pattern, and it gives promise of taking a leading place in this popular line.



At a sale of antique lamps and other relics held on Tuesday in this city a lamp used by Harriet Beecher Stowe in writing "Uncle Tom's Cabin" was sold for



BY THE CONSOLIDATED LAMP AND GLASS CO.

\$71, a china candlestick from the Confederate "White House" in 1863 sold for \$8. A pair of brass mantel lamps, a wedding present to John Hancock, brought \$66, and a seven-inch lard oil tin lamp, one of a pair with two broad wicks, used by Noah Webster in compiling his dictionary brought \$52.50. A pewter oil lamp

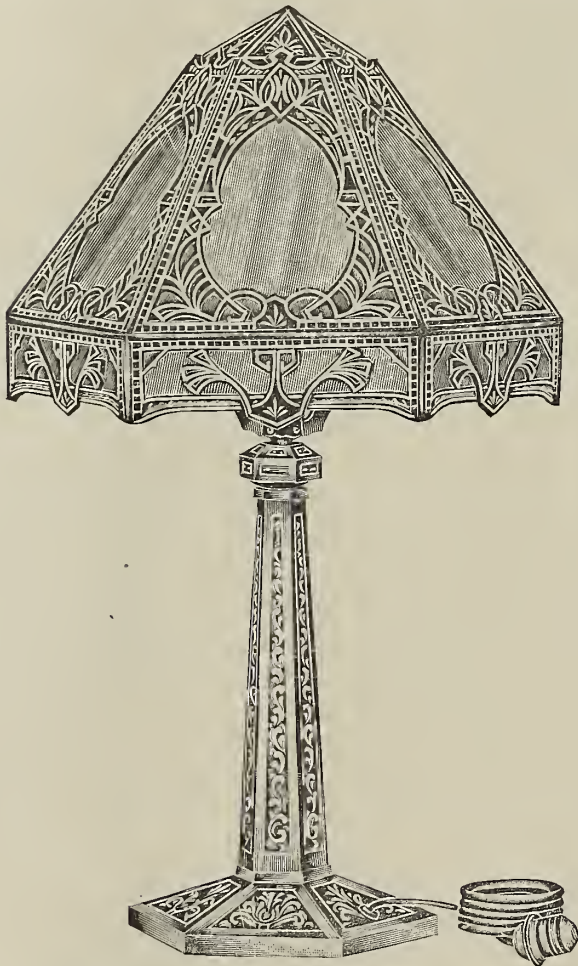
used by John Calhoun brought \$6.50 and an "Ipswich" Betty lamp for \$14.50.



The Phoenix Glass Co.'s designers are kept busy the year round working on new patterns, and the results of their efforts are seen in the beautiful productions in illuminating glassware that are constantly being produced by this factory. A visit to the local warerooms will repay any buyer.



When the "Plumwood" adjustable electric portable lamps were first introduced by the Plume & Atwood Mfg. Co., about two years ago, they were an instant success, and their popularity has been steadily growing



BY THE TURNER & SEYMOUR MFG. CO.

ever since. Their various uses recommend them at once to the prospective purchaser. They can be adjusted to almost any position, throwing the light just where it is wanted. In attaining this feature the manufacturers have not sacrificed artistic effects in the least, and the result is a happy combination of usefulness and attractiveness.



C. L. Kerr, local sales manager for Gillinder & Sons, Inc., announced that he has secured an important contract to supply several new large school buildings now in the course of construction in Essex and Hudson counties New Jersey, with their "Mellilite" illuminating glassware.



The Bradley & Hubbard Mfg. Co. have sent to their New York office a small number of choice de-

signed lamps that differ materially from their usual styles. They are medium priced, very pretty and calculated to meet the wants of discriminating people at a reasonable figure.

EXECUTIVE MEETING OF THE POTTERY, GLASS AND BRASS SALESMEN'S ASSOCIATION.

A MEETING of the Board of Directors of the Pottery, Glass and Brass Salesmen's Association was held on Monday at 11:30 a. m. at which time eight new members were elected, viz:

Rober, A. Neideck, with W. S. Pitcairn; Walter B. Howe, with the Bradley & Hubbard Mfg. Co.; Clifford B. Dixon, of Geo. Phillips & Co., Ltd., Montreal; Mark G. Cohen, with Demer Bros.; Wm. C. R. Williamson, with the Onondaga Pottery Co.; Ernest J. Johnson, with Johnson Bros., Ltd., Hanley, England; Jas. A. Jackson, buyer for Goodwins, Ltd., Montreal; William Kenner, buyer for Frederick & Nelson, Seattle, Wash.

There were also three death claims ordered paid, they being those of John Cross, No. 925, Julius L. Meyer, No. 678 and Simon E. Steininger, No. 939.

BUSINESS BRIEFS.

The Helen Speer Co., toys, hardware and art goods, has been incorporated at Albany with a capital of \$20,000. Montgomery Seymour, F. D. Shoemaker and Helen Speer, 36 East Twenty-eighth street are the incorporators.

* *

The Green-Joyce Co., of Columbus, O., has bought the E. W. Taft department store in Parkersburg, W. Va., and will make it a modern branch of the Columbus retail stores. The Taft store is one of the leading establishments of Parkersburg.

The U. S. Stamping Co., at Moundsville, W. Va., is fitting the recently completed new addition to its plant with presses and machinery. The management is desirous to effect the moving into the new department without interruption of work.

* *

The Massillon Aluminum Mfg. Co., Massillon, O., organized by Frank and Joseph Miller, contemplate building a two-story brick building, for the manufacture of aluminum articles. No architect has yet been selected to prepare the designs. About \$50,000 will be spent on the work.

* *

R. C. Farris, head of the credit department of the American Stamping and Enameling Co., Bellaire, O., who was secretary-treasurer of the old Enterprise Enamel Co. before the merger, has been succeeded by E. L. Evans. William G. Hedes, of New York, late of Landers, Frary & Clark, has become head of the sales department.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

A meeting was held in this city a few days ago, at which time consideration was given the proposition of erecting a glass factory at Avonmore, Pa. At the same time plans for locating a pottery there were also talked over. There is an inactive glass plant at this place—which is 45- miles east of Pittsburgh—and it is planned to take over this plant, enlarge it, and manufacture a general line of ware. The attorneys who are concerned in the matter while admitting that such plans are on foot, refuse to give out the names of interested parties.

Glass manufacturers who have plants located along the Ohio river fear another flood this year. The Allegheny and Monongahela watersheds drain very close to 17,000 square miles of territory, and as there is reported to be about eight inches of snow on the ground, an immense flood will result should this snow go off with warm weather and a heavy rain.

Manufacturers of bar glassware are of the opinion that while there will be no large business for these lines forthcoming from "dry" States, a new "individual" business will be worked up in Pennsylvania. There is only a small amount of bar business being received now, this on account of the various license courts being in session. Butler county, which adjoins Allegheny county has gone into the 'wet' column.

The Union Stopper Co., of Morgantown, W. Va., has a new pressed footed sherbert which has just been placed on the market. It was shown in this district for the first time last week. The sherbert is a heavy plain piece, having a cup foot.

Albert Frank, formerly a salesman with Ripley & Co., has become the representative for the Allen Cut Glass Co., of Johnstown, Pa., in the Western Pennsylvania district. He has opened offices in the Vandegrift building.

Trade continues to hold up remarkably well with the Pittsburgh Lamp, Brass and Glass Co., and all departments of this concern are working to capacity.

Their bungalow portables continue to be very popular with the trade.

Jobbers in lighting glassware report an increased business from many small plumbing establishments. The plumbers have started to carry more extended lines.

Gill & Co., of Steubenville, O., have completed the installation of the lighting glassware in the new Kaufmann-Baer Department store here.

The first needle etched stem line of Ripley & Co., was shown in this market last week, when samples were received by Frank Milliken.

S. F. Elkins has returned from an extended southern trip in the interest of the Elkins Glass Co., manufacturers of lighting glassware.

For a specialty, the United States Glass Co., is doing an excellent business on its new kitchen set, which was shown for the first time in January. There are a dozen or more items in this "collection" everyone of which are designed for general utility.

Display jars are having a very good sale just now. The confectionary trade has been a rather liberal buyer of late. The plain or Colonial designs seem to be in the best demand.

The Rochester Cut Glass Co., reports a very good business from all sections on its water set line. This firm has close to forty different cut patterns all of which have been brought out since the first of the year.

Reports from the Diamond Glass Co., of Indiana, Pa., are to the effect that this firm is doing a good trade in its new cut line, which was created for the department store trade.

It is learned that the purchase of the property of the Wheeling Tumbler Co., at Wheeling, W. Va., is being considered by two groups of capitalists. A committee had been named to promote the sale of this property. The Wheeling Tumbler Co., about two years ago erected a modern glass factory which is under roof

but not entirely completed. It is now believed a new industry will soon be developed.

Applications for membership into the Western Glass and Pottery Association continued to be received by Secretary Thomas W. Morris.

Last Monday saw all the pots of the Haskins glass plant in Martin's Ferry, O., in operation. The entire plant was closed some time ago to make necessary repairs. Two of the fourteen pots were started March 5.

The annual meeting of the National Association of Manufacturers of Pressed and Blown Glassware was held in the general offices of the association in the Conestoga building Tuesday afternoon. The officials named for the current fiscal year are as follows: President, E. J. Barry, Toledo, O., vice-president, M. W. Gleason, Brooklyn, N. Y.; treasurer, James D. Wilson, Tarentum, Pa.; secretary, John Zunzler, Pittsburgh. Following this meeting, the manufacturers and a committee representing the glass workers went into conference to adjust the price of making new items in glass which have recently been created, and upon which no price has been established.

AFFAIRS OF THE UNITED STATES FACTORIES COMPANY.

THE following statement has been issued by a committee of manufacturers, in reference to a receiver being appointed for the United States Factories Co., of Chicago. It reads as follows:

TO THE CREDITORS OF THE UNITED STATES FACTORIES CO.

Gentlemen—No doubt you have been advised before this time that a petition in bankruptcy has been filed at Chicago, Illinois, against United States Factories Co., and a receiver has been appointed for the company who is now in charge of its property and business. We are creditors of this company, our claims aggregating something over \$30,000, and about the time the receiver was appointed Messrs. T. A. McNicol, of the Potters' Co-operative Co. and C. W. Foreman, of the Owen China Co. happened to be in Chicago and made some investigation into the affairs of this company. While the company's affairs are in such a state at this time that it was difficult to get exact information as to the probable result of the bankruptcy proceedings, it appears that if the estate is well administered a dividend should be paid to the creditors of something in excess of seventy-five per cent on their claims. The company's difficulties seem to us to be due largely to the very bitter internal controversy that has been going on something over a month, in reference to the controlling interest to the corporation. From the information obtained from the receiver and others, it seems that the assets of this corporation at their face value, as shown by the books, are considerably in excess of liabilities, and if these assets can be handled to advantage and without any serious controversy among the creditors as to the policy to be pursued in liquidating the company, the creditors should not sustain heavy loss.

The attorneys representing us in this matter, and who also represent the receiver, are entirely conversant with the affairs of the estate, and we suggest that if you have not already placed your claim with attorneys, you forward same to Messrs. Alden, Latham & Young, 1104

Corn Exchange Bank Building, Chicago, Ill., and authorize them to act for you. If you have placed your claim with other attorneys, we suggest that you write your attorneys to confer with Messrs. Alden, Latham & Young, and to co-operate with them, so that there will be united action by the creditors on any matters of policy that may arise with reference to the administration of the estate. In this way you will be kept fully advised to all steps that are taken in the administration of the estate.

Yours very truly,

THE POTTERS' CO-OPERATIVE CO.

By T. A. McNicol, Sec'y & Treas.

NEW ENGLAND ENAMELING SALES CO.

By I. Bauer, Pres.

THE OWEN CHINA CO.

By C. W. Foreman, Sec'y. & Treas.

UNITED STATES STAMPING CO.

By J. M. Sanders, Pres.

Dated, March 5, 1914.

OBITUARY.

WILLIAM DUNN RANDOLPH, aged forty-six years, one of the best known pottery superintendents in the western district, died at the Allegheny General hospital at Pittsburgh, Pa., March 8, where he had been admitted to suffer an operation, necessitated by an injury caused by a fall over four years ago. He was born in Trenton, N. J., August 9, 1868, and is a son of ex-Police Sergeant, Phineas Randolph, of Trenton. A wife and one son survives. Mr. Randolph went to East Liverpool twenty-five years ago and started to work in the Knowles, Taylor & Knowles Pottery. He advanced rapidly from the bench to that of a foreman, then to the position of superintendent. In the latter capacity he had been employed in the old Sevres pottery and also in the plant of the Potters' Co-operative Co. He was active for many years in labor circles, and also in East Liverpool Politics.

Julius L. Meyer, a member of the Pottery, Glass and Brass Salesmen's Association, who was formerly employed by the Basket Importing Co., and later by an enamel ware concern as salesman, died at his home in this city last week.

Simon E. Steininger, a member of the firm of Frank & DeKeyser, and who was also a brother-in-law of Mr. DeKeyser, died on March 6, aged forty years, at the Mt. Sinai hospital after an operation for brain tumor. Mr. Steininger had been associated with Mr. DeKeyser, in the above concern, for fifteen years. He had been ill for two years but up to ten months ago had been able to attend to business. He was a member of the Pottery, Glass and Brass Salesmen's Association. A widow survives him.

Samuel Gibson, head of the pottery firm of Gibson & Sons, whose line is represented in this country by Edward Boote, and who was one of the best known pottery manufacturers in England, died at his home at Burslem, Staffordshire, England, on Monday, February 23 in his seventy-first year. Mr. Gibson was the first to introduce Samian ware on the market. He leaves a widow, five sons and two daughters.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

The publication in the JOURNAL, a fortnight ago, concerning the conditions under which orders are given by a large eastern store, has brought

out the information here, that other concerns are sending out cards with similar conditions printed thereon. This week the JOURNAL was given a card just sent out by the Jordan-Marsh Co., of Boston, which reads as follows: We hereby agree that all orders received by us from Jordan-Marsh Co. are placed subject to the following conditions:

- 1—Positively no order of any kind is valid unless given on one of Jordan-Marsh Co.'s regular order forms.
- 2—All orders for goods purchased for delivery in less than three weeks from date of purchase are to be considered as immediate orders, and are not valid unless given on one of our immediate order forms.
- 3—Telephone orders are to be confirmed on regular order sheet; and if confirmation copy is not received promptly, Jordan-Marsh Co. are to be notified at once.
- 4—All orders given for goods to be delivered three weeks or more from date of the purchase must be copied on one of Jordan-Marsh Co.'s regular advance order forms and signed by the firm.
- 5—No employee of Jordan-Marsh Co., has any authority to waive or depart from these rules.
- 6—No waiver of these rules shall effect subsequent orders.

John Wick, formerly engaged in the pottery business here, and at Kittanning, Pa., spent a few days in the district last week.

Morris Bergman, the well-known New York dealer, left his home March 1 for this district, but he did not arrive here until the evening of March 4. "It was just one hold-up after another," said Mr. Bergman, in speaking of conditions of traffic.

According to information given out here, by contractors, not less than twenty-six new kilns will be built in the western section during the next few months. The programme is as follows:—Guernsey Earthenware Co., six kilns; the Oxford Pottery Co., five kilns; the Consolidated Mfg. Co., seven kilns; the Paden City

(W. Va.) Pottery Co., one kiln. At Sebring, O., a new glost kiln will be built by the French China Co., together with four additional decorating kilns. The Sebring Pottery Co., will build two more kilns at once.

Anent the improvements at the French China plant at Sebring, O., the firm has plans completed for a large addition to its plant beside the new kiln. This will be a new sagger works, in which an electrically operated sagger making machine will be installed. A stock unloading platform is also to be built. With other additions in view, this firm will employ about 200 or more people, and the payroll will be increased to about \$12,000 every two weeks.

The Colonial Pottery Co., is giving more attention to its hotel ware this season, and the production of this line has been greatly increased over that of former years.

As an incentive to push open stock patterns, some buyers have created a new scheme, which appears to be working out very well. Where an open stock pattern is controlled in a department store, that firm is having the words "Smith-Brown Co.'s patented design," stamped on the bottom of the ware under the glaze, while the patterns, as a matter of fact, are patented by the pottery manufacturers. The idea of having such wording on the bottom of ware, not only serves as a talking point in making sales, but also adds individuality to the goods. Those who have already tried this scheme, claim that it has worked out very good.

President Edward Menge and secretary-treasurer John T. Wood, both of East Liverpool, vice-president F. H. Hutchins, of Trenton, N. J., and other officials of the National Brotherhood of Operative Potters have opposition for renomination in the referendum primary election, which was inaugurated among the 7,000 members of the trade throughout the United States and Canada last week.

At the close of one of the most remarkable Masonic event of recent years in Cincinnati, O., Imperial Potentate William W. Irwin, of Wheeling, W. Va., was pre-

sented with a handsome and costly Rockwood vase, which has been pronounced one of the rarest and most costly pieces of work of the character ever made at that plant.

* *

Among the buyers in the district since the last issue of the JOURNAL, was Harry Holmeren, of the Denver Dry Goods Co., of Denver, Col.

The eastern health committee of the National Brotherhood of Operative Potters has recommended to the organization the purchase of a 150 acre farm, 20 miles from Trenton, N. J., at a price of \$16,500, for the location of a sanitarium, etc., for the treatment of tuberculosis sufferers. The farm is high above sea level and contains 30 acres of peach, 15 of apple, 3 of pear and 2 of plum and cherry trees.

AT CHICAGO.

KELLY & REASNER, of Chicago, who represent several glass manufacturers, are soon to move from their present headquarters on the fourth floor of the Atlas building to their new office on the third floor of the same building. This new office is now being remodeled and decorated. It will include rooms 15, 16, 17 and 18, and in all will have a floor space of over twenty-two hundred square feet.

The Chicago office of Morimura Bros. report that their import season in china is now drawing to a close. This office has recently received, and is now displaying a very select line of stock goods, including china, baskets and miscellaneous ware.

The Owens Eastern Bottle Co., of New York, has recently opened a Chicago office under the management of Thomas S. Obeare.

J. M. Lewis, president of the Consolidated Lamp and Glass Co., of Coraopolis, Pa., was a recent visitor at the office of J. A. Jacobsen, the local representative. Mr. Lewis has now returned east.

E. H. Fox, manager Chicago office of the Phoenix Glass Co., is home again after a short trip to Wisconsin.

The Koch Cut Glass Co., of this city, have recently become the Chicago selling agency for the Quaker City Cut Glass Co.

Glenn A. Cody, traveling from the office of E. W. Newton, has returned from a four week's trip through the northwest.

W. T. Darden & Co. have received some new samples of chinaware from the Warwick China Co., of Wheeling, W. Va. This china is of a high standard, it is claimed that it compares favorably with the French and German dinnerware. They are also showing some

light cutting and very pretty plate etchings received from the Cambridge Glass Co., of Cambridge, O. T. C. Lorenzen is expected to return from St. Louis this week.

T. M. Schollenberger, of this city, is expecting to receive four complete lines of new drawn stem blown ware from Ripley & Co., of Connelsville, Pa.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

SITUATIONS WANTED.

A WELL-KNOWN retail buyer, long experience with good firms, now employed, desires to change. Knows all branches of the crockery and glass trades, housefurnishings, dolls and toys. Best of references. Address Box 895, this office.

WANTED—A position as traveler through the South and Middle West for a domestic pottery or a cut glass factory. Years of experience and high grade references. Address Box 896, this office.

WANTED TO PURCHASE.

WANTED—TWELVE CARLOADS CROCKERY. MONTHLY SHIPMENTS OF ONE CAR DECORATED PREMIUM CROCKERY, CONSISTING OF CUPS AND SAUCERS AND PLATES. FOR FULL PARTICULARS ADDRESS BOX 897, THIS OFFICE.

AVENIR LIMOGES CHINA

F. W. JENKINS & Co.

*The Hall Building
Springfield
Massachusetts*

Building on 23d Street

Just West of Fifth Avenue

In the Heart of the New Wholesale District

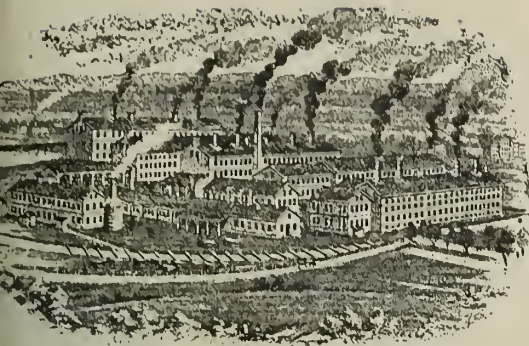
5 Stories 2 Elevators

Runs through to 22d Street with rear entrance

Moderate Rental Six-Year Lease

ADDRESS JACOB H. CORN

395 Broadway - - - - - New York



BASSETT CHINA FACTORY.

AGENTS FOR
BURGESS & LEIGH }
PEARL POTTERY CO. } ENGLAND.
JAMES KENT.

BASSETT CHINA AUSTRIA.

A & D. CHINA FRANCE.
J. B. TOUZE & CO. "

GEO. F. BASSETT & Co.

IMPORTERS OF

DINNER WARE,

52 & 54 Park Place.

New York. March 12, 1914.

Dear Sir:

The United States made a treaty with Great Britain. It is called the Hay-Pauncefote Treaty. It affected the tolls paid by American vessels going through the Panama Canal. We do not know but what it was a bad bargain for us. We do not know but what it was against our interests, but we do that we made the bargain, and we Americans never go back on an agreement. In buying goods, if we make a mistake, we take our medicine. We don't squeal, and we are going to stand up to our bargain.

The American government, through the treasury department, made an agreement with the Chamber of Commerce at Limoges. They established a list, creating a basis of market market value. They worked under this list for something like four years. Then the government sued the importers for paying duty on the prices, which the government itself had established. The government will take a back track on that too, probably, as it is not becoming in our nation to go back on agreements, whether they involve the Panama Canal or French China.

However, whether French China is up or down, it doesn't make much difference, as Bassett China is so good, by comparison, and sells for half the price, that it creates its own selling qualities, and will continue to do so in the future as in the past, even though our imitators may try to come in for some of its advantages.

These goods, as well as other stock lines, will continue to be controlled by their originators, the DINNERWARE HOUSE OF AMERICA.

Very truly yours,

G. F. Bassett & Co.

Edgar T. Ward, traveling salesman for the Chicago office of the Phoenix Glass Co., has left for a trip through the west and southwest.

ARGUES AGAINST REFIXING RETAIL PRICES.

PERCY S. STRAUS, representing the firm of R. H. Macy & Co., appeared before the House Committee on the Judiciary at Washington, D. C., on March 6, and argued against the insertion into the trust bills of any permission for sale price fixing. The courts had rejected the plea of manufacturers for price making agreements he said, and they were now trying to regain the lost ground through legislative favors.

Mr. Straus said in part, that as the department stores that suffered direct loss from their own price reductions, did not complain, there was no need for legislation on the subject.

"We contend," said Mr. Straus, "that modern organizations which have reduced the cost of business should not be hampered in marketing their goods at lower prices. In fact that the small stores are increasing in number and according to my information are prospering, goes to show that our method of doing business does not injure the efficient small dealer."

THE Consolidated Cut Glass Co., Inc., Suffern, N. Y., was incorporated with a capital of \$50,000. Incorporators are W. H. Pooley, Meriden, Conn., F. L. Thieme and R. Kohn, Brooklyn.

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CROCKERY and GLASS JOURNAL

NEW YORK, MARCH 19, 1914.

THE CONDITION OF BUSINESS.

A decided improvement in business was noticed over last week, and some very excellent orders were placed with the importers. This buying came from people who have been here for several days and who have been canvassing the market before placing their favors. Arrivals have not been as numerous as was hoped, there are many prominent men who have yet to make their appearance in the market. Buying has been generally well distributed and the quantities of the various wares have been taken in about the same volume characterizing the business so far through the season. There is no one grade that shows any marked increase or falling off in demand.

The doll and toy business has been remarkable in that importers report the best business they have had for many years. The housefurnishing goods, too has been excellent, the importer, manufacturer and jobber reporting a normal business.

Japanese trade has been stimulated because buyers know that within a very short time the big houses will decline further orders for fall delivery this year.

Our report from the domestic potteries and glass factories are to the effect that business has revived with them and the lull noticed last week was apparently dissipated.

Local agents in crockery, report a little better feeling and there has been some demand for immediate consumption. There has been a decided increase in the demand for both pressed and blown glass and there is more activity in the local domestic market than there has been for some time.

A few spring-like days had a very marked effect on retail trade. While the city is still carting snow the main thoroughfares have been cleaned and the housewife has been able to get out and shop. The March special sales have been very gratifying. The volume of business was larger than was anticipated and in some instances it was noted that high grade goods were in active demand.

Prospects for the near future are exceedingly good. The travelers are nearly all out and are meeting with successes in almost every direction. The men who never come to New York to place orders are buying in about the same volume that the visiting buyers took, while the large percentage increase which was noted among the wholesalers may not be maintained, it is very evident that the increase will be much over 1913 and as that year was larger than 1912 business attain, to nearer normal conditions.

East Liverpool and Vicinity Business in the western pottery plants is the most active it has been for years. Production has been increased on account of additional kilns being started, and because of the fact workers are "sticking." Orders are large, and every pottery hereabouts is working to capacity.

Pittsburgh and Vicinity There is a slight improvement noticeable in the glass trade this week in some factories. The souvenir specialty business is reported normal, but table lines are somewhat off. Cut glass is moving fairly well.

JOTTINGS FROM BOSTON.

MUCH interest has been aroused by the filing of a voluntary petition in bankruptcy by the New England Pottery Co., of East Boston, acting through its treasurer, John L. Whittaker. The liabilities total \$84,174, of which \$70,945 is unsecured, \$12,000 secured, \$896, is for taxes and \$332. for wages. The assets amount to \$34,765 and include \$30,000 in real estate, \$4,350 in machinery, \$315 in personal property and \$100, stock in trade. Philip A. Hendricks, of Boston, has been appointed receiver under a bond of \$5,000. There are more than fifty unsecured creditors and among those holding large claims are: Martin F. Connelly, Roxbury, \$45,000 for money loaned; Edward S. Hassen, Boston, \$7695; Agnes L. Murphy, Boston, \$5135; George I. Young, Boston, \$2000; Charles S. Edgar Metuchen, N. J., \$4035, Edgar Plastic Kaolin Co., Metuchen \$2077.

D. Murphy, formerly with the Siegel Co., has become a floor superintendent for the Magrane Houston Co. and Bernard J. Shaughnessy, advertising manager for Siegel's, has entered the Boston American's employ. Not for years, if ever, have there been so many changes in department heads, superintendents and other officials of the stores as during the past few months, undoubtedly due to the failure of the Butler concerns and Siegel's and the opening of the new Filene store and Houghton & Dutton Co.'s large addition.

Joseph M. Reid, formerly floor superintendent for the Gilchrist Co., has become assistant buyer of small wares at the same store. F. D. Hancock, formerly with Shepard, Norwell Co., has joined the floor superintendents at Gilchrist's.

Frank W. Tully, of R. H. White Co., is on a ten days' business trip.

Assistant Superintendent G. L. Swasey and J. H. Scott, head of the mail order department at Jordan-Marsh Co.'s, are on a trip to New York, Baltimore and Washington.

David S. Smith, of Stoneham, a well-known traveling man, died at his home in Stoneham at the age of fifty-four years. Formerly he was with Morey & Smith a one-time Haverhill street crockery concern, then with Nickerson & Blodgett, another firm in the trade, and lastly was a special man traveling over the country for the Torrington Co. He leaves a wife.

Bacon's has just been incorporated with \$1,500,000. Capital, divided into 5,000 preferred shares and 10,000 common stock at \$100 par. Holders of the preferred will first receive seven per cent dividends, payable March 15 and September 15. The officers are: president, Horace Bacon; vice-president, Fred. A. Kerry; treasurer and clerk, Augustus Bacon; directors, B. M. Wolff, J. A. Butler, J. T. Connor, William Bacon and

Theodore Lussier. John B. McKeon, who was with Siegel's since "before the roof was on," as he puts it, has been appointed buyer for the crockery, glass, and kitchen furnishings departments at Bacon's.

Word has been received here to the effect that The Barton Co. had 25,000 people in its temporary store on Manchester (N. H.) common, on the opening day.

E. J. Tucker, of Chase & Francis, returned with a good bunch of orders from Maine.

J. J. Hines, with samples of the B. & H. French dinnerware and other lines, was in the city stopping at the Parker House.

Eben D. Jordan, president of Jordan-Marsh Co. is the sixth largest individual taxpayer of Boston, his real estate being valued at \$1,429,100 and his personal property at \$225,000. His total tax \$28,452, compared with \$25,564 last year.

Frederick C. Cabot, of J. F. Cabot & Bro., proprietors of one of the oldest art stores, has died at the age of eighty-six years. He was of one of the best known Boston families.

The news of the death of Walter L. Goodnow, head of a syndicate which controlled ten stores in Massachusetts, New Hampshire and Vermont, was received here with deep regret. Mr. Goodnow was killed by an electric train while driving in his automobile at South Pasadena, Cal., where he had been for his health. He lived in Keene, N. H., and had served in both branches of the Legislature of his State.

Justin Tharaud, of New York, agent for L'Union Ceramique, Limoges, France, will be in town next Monday.

G. E. Swett, from L. Diamond & Sons, Providence, has become a floor superintendent at Gilchrist's. Formerly he was at Shepard's and White's.

Information has been received here that Mr. Edwards has given \$500 to help the mutual benefit association being formed by employees of E. W. Edwards & Son, department store.

"Hark! The buyers are coming to town!" that's the way it goes this week in the trade—and best of all there are good orders aplenty. Here are some of the buyers reported: Charles A. Conant, Porteous, Mitchell & Braun, Portland, Me.; Mrs. S. F. Davis, True & Blanchard, Newport, Vt.; Mr. Laviska, P. B. Magrane Co., Lynn; B. A. Twitchell, R. A. McWhirr Co., Fall River; George Thibodeau, New Bedford Dry Goods Co.; A. B. Levi, Broadway Department Store, Taunton; George A. Reidpath, Lynn; F. W. Hatch, Dover, N. H.; E. F. Goss, Lewiston, Me.; Robert Smith, Hart & Howland Co., Fall River; A. Racicot, Webster, and C. A. Ross, Skowhegan, Me.

THE METROPOLITAN MARKET

ON Saturday last the French China Importers Association held their annual meeting in the rooms of the Crockery Board of Trade and re-elected Mr. Henry Witte president, H. R. Churchill treasurer, and elected Henry Creange first vice-president, in place of Louis S. Hinman resigned, and Charles Vogt, secretary in place of E. F. Anderson resigned. Matters pertaining to the affairs of the trade were discussed at length.

It is more like a visit to a museum of art than going through a salesroom when viewing the splendid exhibit of Ginori china at the showrooms of Henry Creange, the American representative of the concern. The Ginori pottery has attained a degree of perfection in reproducing historic pieces that is truly enviable. Each piece in its renewed existence is exactly as it was when it first delighted the eyes of collectors of one or two centuries ago. For many years Ginori has been adding rare specimens to its lists of reproductions every one having a history and a romance of its own, and their new additions each season are looked forward to with keen interest by discriminating lovers of ceramics. Extremely creditable displays of Mr. Creange's other lines namely the Aynsley, Hohenberg and Old Abbey china are also on view in his spacious showrooms in the Fifth Avenue Building.

One of the leading features of the John A. Nelson Cut Glass line which is being shown at their attractive new showrooms in the Bartholdi building, by Wm. Robertson, and C. H. Farrell, is the new C. R. Rose pattern, a combination floral and mitre cutting that has both originality and superior workmanship to recommend it.

Edw. B. Dickinson, the American representative for Booths, Ltd., Tunstall, Staffordshire, England, is displaying a line of fancy pieces from this concern which is deserving of all praise. They show some remarkably rich decorative treatments in the "Exotic Bird" and the "Salopian" patterns and in conjunction with the novel shapes, are peculiarly unique. Another recent arrival that is worthy of special mention is a din-

nerware pattern in real old Willow which is splendidly executed.

Julius Palme has rented three lofts at 44 Murray street and is already beginning to move. He has made a three-years lease.

S. Goerke, the local representative for the J. D. Bergen Co., is making changes in the concern's salesrooms at 50 Park place by the addition of new fixtures, furniture, etc., which makes a decided improvement. This is one of the concerns that has the utmost faith in the downtown district and will remain at their old quarters despite rumors to the contrary.

The Stewart Glass Co. is another concern to announce their intention of going uptown. They have secured the entire first floor above the store at 23 West Twenty-third street, which adjoins the Fifth Avenue Building. They will occupy their new quarters about May 1.

The Smith-Phillips China Co., whose line of dinnerware is represented here by H. Benedikt, have been exceedingly fortunate in their 1914 designs. The factory has all it can do to supply the demand. There are many attractive patterns. All decorations are shown on the "Princess" shape which is both practical and artistic.

C. F. Monroe & Co. have appointed F. W. Reichenbacher as their New York agent. He will carry their lines of cut glass, metal goods and a new line of decorated lamps which they are about to put upon the market.

Recognizing the steadily increasing demand in the better class trade for reproductions of antique designs Edward Boote, presents a timely offering in an English line showing a Chinese pattern of rare charm called the "Rockery and Pheasant" which was produced during the reign of the Chinese Emperor Yung China (1713-1725). It promises to become as celebrated as the world

famous "Asiatic Pheasant" and the "Indian Tree." Convinced that this design will be in great demand Mr. Boote has arranged to supply it in table, tea, trinket and toilet vases, antique and modern side vases, Chinese and Persian bowls, pot pourries, sweets and trays etc.

A fine assortment of pressed glassware is being shown by John Nixon, sales manager for the Fostoria Glass Co. Most of the patterns are exact copies of cut designs and together with the clearness of the crystal, and excellent finish require close scrutiny to reveal the fact that they are not really cut. The variety of patterns and the new shapes add considerably to the interest of the line.

A full line of stemware as well as a number of other pieces in a new copyrighted Strawberry design in a deep plate etching is one of the latest additions to the Cambridge Glass Co.'s stock being shown by sales manager D. King Irwin. The shape is the well known "Touraine" already made popular by the Cambridge Glass Co.

One of the notable 1914 production of Josiah Wedgwood & Sons, at Kennard L. Wedgwood is the powdered blue. The shapes and decorations show faithful reproductions of rare old Chinese patterns, beautifully executed in gold and rich enamel treatments. The line is shown in dinner and tea sets.

Geo. F. Bassett & Co. have brought out for 1914 numerous new patterns and shapes in Bassett china that reflect great credit upon the manufacturers. A pattern called "Flow Blue Hamilton," an odd Persian effect border design, and the "Topaz" are among some of the particularly pleasing decorations.

No matter how often the buyer visits the show-rooms of the Manhattan Brass Co. there are always a host of new things to attract his attention. Almost everything in brass ware is represented in the stock and in great variety, and the prices are as low as the best can be bought for.

Frank S. Warren, manager of the English ware department for Maddock & Miller, is an adept at displaying goods. He has arranged the new Royal Worcester samples on damask covered tables that not only show them off advantageously but greatly facilitates the buyers work in looking over the line.

After May 1, T. W. Hamilton, representing the H. E. Rainaud line of electric and gas portable lamps, as well as some cut glass lines, will be located at 139 Fifth avenue.

BUYER AND MERCHANDISE MAN.

IN reply to recent criticism of the arbitrary power given the merchandise man, an executive in one of the large department stores in this city said that the part really played by the merchandise man is that of an overseer. "If the buyer," he remarked, "wants a markdown, and he has good reasons for making the reductions, the merchandise man will always authorize the markdown. But where, for instance, a new buyer is engaged and wants to make a wholesale reduction on the stock laid in by his predecessor, his desire is in most cases prompted by the feeling that the merchandise can be no good—because he didn't buy it. The duty of the merchandise man is to advise and recommend, and the buyer, if he has good logical reasoning behind his request, will never be hampered in his operations. Again, a merchandise man will never designate certain houses from which a buyer must make his purchases unless he has found that other concerns are unreliable. After all, the merchandise man wants to make as good a showing as he can, and if he pursues a policy that is arbitrary and illogical the result will scarcely be in accordance with his desire."—New York Times.

LIVERPOOL EXPORTS.

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

to	Shipments week end'g Feb. '8 '14	Correspond- ing period 1913	Exports Jan 1 to Feb. '8 '14	Correspond- ing period 1913
New York	220	96	165	1960
Boston	290	275	1208	1291
Philadelphia. ...	4	97	328	588
Baltimore ...	182	124	1530	1452
San Francisco	26	47	146	226
New Orleans.	16	62	220	265
Portland (Me.)	....	64	465	741
Galveston	....	....	63	....
Newport News	....	....	26	21
Portland (Or.)	...	3	....	75
Inland Points	....	17	93	124
Total	738	785	5734	6743

From David Inglis & Co.'s Circular.

to	Shipments month end'g Feb. 25, '14	Correspond- ing period 1913	Exports Jan. 1 to Feb. 5, '14	Correspond- ing period 1913
Boston	476	534	881	1084
New York	699	1115	1307	1845
Baltimore	545	611	1391	1328
Philadelphia.	142	199	316	395
New Orleans...	65	142	139	206
Newport News	26	....	26	21
San Francisco .	64	113	106	175
Portland (Me.).	178	158	462	675
Galveston	43	....	63	....
Portland (Or.)..	....	45	....	64
Inland Points ..	133	62	178	167
Total	2371	2980	4869	5960

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity Buyers who have frequented this market for many years for "lump" and the like are a sorry lot these days. This particular class of buyers have been known to buy car lots of plain white here or as low as \$1,200. Last week one of these New York buyers made a flat offer of \$2,500 for a car of the same goods, but was unable to buy.

Large Chicago retailers have come into this market latterly, and bought car lots of this class of goods. These goods were advertised as "seconds" or "culls" in the newspapers. The trade that buy these goods does not harm the sale of the good lines, but rather stimulates trade. Thus, the department store buyer is being helped by the manufacturer, he is getting more for his 'thirds' and when good business is to be placed, the manufacturer is not forgotten by the buyer.

Robert T. Hall, of the Hall China Co., who has been suffering from an attack of pneumonia, at Pinehurst, N. C., expects to leave there for home about March 20. He has passed the crisis, and word from his bedside is to the effect that improvement is steady.

Decal patterns for 1915 trade will be shown for the first time next month. Most all of the lines for the coming year will be ready for inspection in April. The line that is shown late in the year has a poor chance. On the lines sold for the current year many repeat orders are being received. In fact, whole editions are being re-ordered.

There has been quite a shift in decorating department managers in this district during the last few weeks. Eli Jones, who was with the Tritt China Co., has gone to the decorating department of the Carrollton Pottery Co., while Joseph Kutsch, who was with the Pennsylvania China Co., at Kittanning, Pa., has gone to the Tritt plant. Robert Foutts has succeeded William Thrower as manager of the decorating department at the Taylor, Smith & Taylor plant, the latter having gone to the Trenle China Co. Mrs. Elizabeth Brandt

will have charge of the decorating at the new W. S. George Pottery at Kittanning.

Much interest is being manifested here by both manufacturers and workers over the report of the pottery probe which continued hereabouts for many months. It is likely that this report will be completed by the government within the next few weeks.

W. E. Wells, of the Homer Laughlin China Co., has returned home from the tenth annual golf tournament at Pinehurst, N. C.

On account of the rush of business in the dinnerware line with the Smith-Phillips China Co., the firm has planned to build an additional bisque kiln immediately. The company contemplated increasing its capacity next fall, but the volume coming in now caused these plans to be altered.

Among the buyers in the district during the last week were: Mr. Warshofsky, buyer of pottery for the Twelfth street store, Chicago, Ill., and Buckworth Bros., of Abilene, Kan., who operate a string of seven stores.

Many buyers who have come into the market looking for special close outs and job lots have been unable to secure what they sought. This has resulted in business being placed for the regular selections and at the top market price.

Pennsylvania railroad detectives are investigating more thieving from freight cars stationed on the Chester pottery siding.

Ray Cliff, of the French China Co., of Sebring O., has left for a few days visit with his wife and daughter, who are spending the winter at Miami, Fla.

This market is utterly drained of teas. It is impossible to get an adequate volume of this line at any price. Manufacturers are trying to borrow this item from one another, but without success.

The Trenton Porcelain Co. are preparing plans for an addition to their pottery at Prince and Meade streets.



Work is soon to start on the new buildings for the Guernsey Earthenware Co. W. O. Handshy & Son, of Zanesville, O., have the general contract to construct the plant, which will consist of a main building 200 x 298 feet, with two additional buildings, 60 x 60 feet each. The plumbing, roofing, steam heating, electric lighting contracts are not yet awarded.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending March 17, 1914.

ANTWERP

248	packages glassware.....	B Gunthel
23	" "	L Straus & Sons
10	" "	Miscellaneous Orders
10	" earthenware.....	Bawo & Dotter
7	" "	L Straus & Sons
161	" "	Theodore Haviland & Co
24	" "	Haviland & Abbot Co
22	" "	Vogt & Dose
15	" "	Justin Tharaud
6	" "	Strobel & Wilken Co
12	" "	Miscellaneous Orders
30	" "	Miscellaneous Orders

HAVER

6	packages chinaware.....	Vogt & Dose
11	" "	Theodore Haviland & Co
1	" "	Fondeville & Van Iderstine
15	" "	L Straus & Sons
25	" "	H R Churchill
11	" "	Haviland & Abbot Co
45	" "	Miscellaneous Orders
81	" glassware.....	E Utard
1	" "	Haviland & Co
1	" "	Miscellaneous Orders
23	" chinaware	Bawo & Dotter
63	" "	Herman C Kupper

BRISBEN

98	packages earthenware	Geo Borgfeldt & Co
125	" "	O Goetz
39	" "	L Straus & Sons
21	" "	Samstag & Hilder Bros
39	" "	Karl Hutter
150	" "	Miscellaneous Orders
72	" chinaware	Strobel & Wilken Co
104	" toys	Geo Borgfeldt & Co
7	" "	G W Travers
7	" "	F A O Schwartz
50	" "	Samstag & Hilder Bros
35	" "	A Steinhardt & Bro
48	" "	Strobel & Wilken Co
119	" "	Miscellaneous Orders

FIUME

20	packages toys	Strobel & Wilken Co
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LIVERPOOL

74	packages earthenware.....	W S Pitcairn
37	" "	Maddock & Miller
13	" "	H C Edmiston
28	" "	E Boote
5	" "	Strobel & Wilken Co
14	" "	Miscellaneous Orders

HAMBURG

188	packages glassware.....	Fensterer & Ruhe
11	" "	Vogt & Dose
15	" "	W R Noe & Sons
13	" "	W H Plummer
44	" "	L Straus & Sons
87	" "	O O Friedlander
6	" "	Strobel & Wilken Co
12	" "	Miscellaneous Orders
7	" earthenware	Bawo & Dotter
4	" "	J H Venon
5	" "	E R Thieler
4	" "	B Tomby
201	" "	Geo Borgfeldt & Co
663	" "	F W Woolworth
45	" "	L D Bloch & Co
94	" "	C L Dwenger
139	" "	Miscellaneous Orders
55	" chinaware.....	Strobel & Wilken Co
34	" "	Bawo & Dotter
66	" toys.....	B Illfelder & Co
16	" "	Samstag & Hilder Bros
5	" "	G W Travers
76	" "	Geo Borgfeldt & Co
43	" "	Strobel & Wilken Co
288	" "	Miscellaneous Orders

LONDON

4	packages toys	Geo Borgfeldt & Co
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SOUTHAMPTON

29	packages earthenware.....	H Creange
234	" "	Haviland & Co
15	" "	J J Hines
12	" "	J H Venon
14	" "	Haviland & Abbot Co
14	" "	A G Momen

YOKOHAMA

52	packages earthenware.....	Taki o, Ogawa & Co
96	" "	Tajimi Co
46	" "	Motimura Bros
97	" "	Miscellaneous Orders

ROTTERDAM

4	packages earthenware	Geo Borgfeldt & Co
3	" "	F Bing & Co
23	" "	Miscellaneous Orders
25	" glassware	Fensterer & Ruhe
10	" toys.....	B Illfelder
13	" "	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

68	packages earthenware.....	Jones, McDuffee & Stratton Co
4	" "	Mitchell Woodbury & Co
148	" "	American Express Co
5	" "	Strobel & Wilken Co
18	" "	The Rowland & Marcellus Co
1	" "	Miscellaneous Orders

HAMBURG

11	packages chinaware.....	Strobel & Wilken Co
7	" toys	"

THE SAN DIEGO (CAL.) EXHIBIT.

ALL buildings for exhibits or concessions at this exposition must be ready for installation by July 1, 1914. Four of the big exhibitors who will have buildings of their own working on the exposition grounds, and some of the concessions have been begun.

Commissioners of the San Diego Exposition are

now scattered over the United States, Europe and Central and South America, securing industrial and commercial exhibits, the exhibits of the arts and crafts, archaeological and ethnological specimens, manufacturers, and horticultural and agricultural exhibits that will fill the great exhibit buildings. Many spectacular features are being secured.

AT CHICAGO.

DURING the past year Chicago has, more than ever, come to be recognized by the trade as one of the most important commercial centers for buyers of pottery and glass. The number of buyers coming to the city are steadily increasing.

The Chicago office of the Fostoria Glass Co., of Moundsville, W. Va., is displaying a full line of samples for the spring season. In this display are many pieces of distinctive design. Mr. H. A. Marshall, manager of this office, has just returned to Chicago after a successful trip to Colorado.

W. E. Clark, is opening up new pottery fields in the Canadian northwest. Mr. Clark is a native of Crooksville, Ohio, and is well known to the pottery and stoneware trade. During the past year he has located at Medicine Hat, Alberta. Mr. Clark has made extensive experiments with the clay in the vicinity of East End, Saskatchewan, and has turned out some high grade stoneware, and has also found this clay to be satisfactory for the manufacturer of sewer pipe, brick and terra cotta.

F. K. Pinckney, manager of the Chicago office of the Macbeth-Evans Glass Co., has recently returned from a short stay at that company's factory in Pittsburgh. J. E. Capen, salesmanager for the Macbeth-Evans Co., was a visitor at this firm's Chicago offices last week.

Earl W. Newton, glass manufacturers' agent, was married recently to Miss Eleanor McLelland at Madison, Ind. Glenn A. Cody, traveling from the office of Earl W. Newton, is out on an extended trip through Michigan.

F. E. Chambers, with the Plume & Atwood Manufacturing Co., returned last week from a southern trip.

T. Makyama, until recently of the local office of Morimura Bros., has left for Japan, to be gone for an indefinite period.

H. C. Kellam, manager of the Chicago office of the American Ring Co., has gone east for a visit to the factory at Waterbury, Conn. R. W. Pain, a salesman from the same office has just started on a trip through the northwest. F. J. Ratto, also with the American Ring Co., has recently returned from a five week's trip

through the south and southwest. He reports business in that territory good.

E. H. Fox, Chicago representative of the Phoenix Glass Co., is at the Jefferson Hotel in St. Louis this week with an extensive display of lighting glassware.

Peter Rankin, china and glassware buyer for the Boston Store, is reported ill with the grip.

Among the china and glassware buyers for Chicago department stores who are in New York this week, are Charles Patterson, with Carson, Pirie, Scott & Co., S. J. Natkin, with "The Fair," and Miss Ella Brennan, with A. M. Rothschild & Co.

J. A. Jacobsen, Chicago representative of the Consolidated Lamp and Glass Co., of Coraopolis, Pa., is in Wisconsin this week on a business trip.

Mr. Fred Farmer was recently appointed general manager of the Beardslee Chandelier Mfg. Co., of Chicago.

R. Williamson, president of the R. Williamson Co., manufacturers of electric light and gas fixtures, is laid up in a hospital with a foot infection.

Among recent visitors in Chicago were: H. Holmeren, with the Denver Dry Goods Co; John Orlebeke, from the H. C. Prange Co., of Sheboygan, Wis.; Mrs. N. Penman, Rock Rapids, Ia.; W. H. Campbell, Bowling Green, Mo.; M. A. Smith of McKee Glass Co.; Harry M. Kelly United States Glass Co., Gas City, Ind.; Artur Burgdoff, Northwestern Lumber Co.'s Stores, Ean Claire, Wis., and John W. French, Indianapolis, Ind.

A State convention of the United Commercial Travelers of Chicago will be held in this city May 14th, 15th and 16th. It is expected that about 4,000 members will attend.

AMERICAN CATALOGUES WITHOUT PRICE LISTS.

NUMEROUS catalogues have recently been received at the Leeds consulate from American manufacturers without accompanying price lists. Some of these manufacturers have desired expressions of opinion as to the opportunities for their goods on this market and others have requested that the catalogues be shown to the local dealers in the hope of interesting them in possible importation.

Experience has shown that the exhibition of catalogues to dealers without price lists is futile. When their interest has been aroused by the attractiveness of the model and the well-worded description, this interest has immediately disappeared upon the admission

that the cost and selling prices are unknown. Sometimes it has been possible to write for and obtain the price lists and then reopen the matter, but in many cases the dealer has been prejudiced by the lack of these important details in the first instance. Therefore, manufacturers can not be too strongly urged not to omit lists when sending catalogues to consular officers.

AT PITTSBURGH.

C. A. BLANCHARD, managing director of the Ft. Pitt Hotel, announced to the journal this week, that the construction of the new William Penn Hotel, which will be located in Sixth avenue almost opposite the Nixon Theatre, will proceed rapidly. This hotel will not possess sample rooms. Only sleeping rooms being arranged for, but will provide every modern convenience. The building will be two stories under ground and eighteen or nineteen above ground. This will make it taller than the Frick or Carnegie building. Mr. Blanchard will manage both houses. The William Penn Hotel company has applied for a charter, and the incorporators are the same as those identified with the Ft. Pitt company.

* *

D. W. Scammell, with the Maddock line, spent a few days at the Ft. Pitt last week.

* *

Norman C. Walker, showing the several lines carried by Meakin & Ridgway, spent a season at the Colonial-Annex last week. He declared to the journal that business showed conditions in advance of that of last year.

* *

O. L. Sutherland, representing George F. Bassett & Co., stopped off for a day last week on a special mission, and then left for St. Louis.

* *

At the request of the committee on transportation and railroads, President W. H. Stevenson, of the Pittsburgh Chamber of Commerce, has called a special meeting for the purpose of opposing the suggestion of the Inter-State Commerce Commission that railroads make a charge, in addition to through rates, for the switching or spotting of cars from and to privately owned sidings. All concerns are vitally interested in the subject as the expense for this switching amounts to thousands of dollars each year to each industry. All of the local plants have private switches and the suggestion of the commission that switching to these sidings be paid for has aroused the trade. All the members of the Chamber of Commerce will take an active part in the attempt to keep switching an unpaid for privilege. At the coming of the Chamber of Commerce the members will be asked to adopt a resolution, as follows: "That it is the sense of the Chamber of Commerce of Pittsburgh that no charge for spotting of cars

on private switches or sidings should be made by the railroad companies when the spotting of such cars involves practically no additional expense on the part of the railroad companies."

TRADE DIRECTORY OF SOUTH AMERICA.

A COMPLETE revision and detailed classification of the names of South American importers and merchants, made by the American consular officers in cooperation with the Bureau of Foreign and Domestic Commerce, has been published as a section of a new edition of the World Trade Directory. The lists have been brought up to date and are presented in uniform style, with a finding index. A new feature is the listing, so far as the information could be obtained, of (1) the American and other foreign agents of South American importing firms, and (2) of the names of the parent firms of branch houses located in various South American cities.

The directory does not aim to include the names of South America exporters, nor are the names of manufacturers given, except those who are, or seem likely to become, purchasers of American materials or merchandise. The publication is a directory of South American buyers for use by exporters in the United States. There has been some months' delay in its issuance, caused by waiting for new lists from some cities.

The directory is in octavo form, bound in buckram, and is sold at \$1 per copy, to cover partially the cost of printing. Those desiring one or more copies of this directory should apply to the Bureau of Foreign and Domestic Commerce, for an order blank, on which to make application therefor to the Superintendent of Documents, Government Printing Office, Washington, D. C.

TRAIN YOUR HELPERS.

THERE was a time when business men everywhere discharged those who did not come up to their standards of efficiency. To-day the wise ones know that it is good business to invest money in educating those whom they employ. They have found by experiment that it pays in dollars and cents to train the helpers so as to make them render more efficient service.

Comparatively recently business men have seen that they are not only heads of money-making institutions, but also that they are heads of man-making institutions. They have always prided themselves upon their knowledge of the raw material that has come to them to be worked up into manufactured products. But even to-day only a few of them have learned to read the characters and estimate the potential value of those men and women who become part of the working force.

BAER-KAUFMANN CO. OPENS NEW STORE.

THE opening of the Baer-Kaufmann department store in Pittsburgh is an event of more than local interest and through the courtesy of the management representatives of the press were shown through the building before the doors were thrown open to the general public. After the general inspection a banquet was served, at which Morris Baer occupied the head of the table, at his right was Mayor Armstrong, who acted as toastmaster. Addresses were made by officials of the city government, heads of labor unions and editors, but the feature address of the evening was that of Elbert Hubbard, the sage of East Aurora, N. Y.

The selection of both imported and domestic lines has brought into this market patterns not before possible to be had at retail here.

Adjoining the china department is the glass section, an elaborate assortment of vases is here shown. Some of the cut vases are the largest ever displayed here, each cutting being the most recent creation from that particular factory.

"Studio china," is new in this market, and the display here is elaborate both in selection and variety.

Lamps from portables down or up as one may choose to express it, are tastefully arranged. The assortment consists of leaded, cast-over, bronze and marble.

The housefurnishing department is in charge of



BAER-KAUFMANN CO.'S NEW STORE.

The arrangement and extent of the china, glass and cut glass departments of this store places it in the first rank of the department store of this character. The combined departments cover a space of approximately 50,000 square feet, and with the housefurnishings goods department occupies the entire fifth floor.

Fixtures in the china and glass department are of solid mahogany richly molded and polished. Where glass is displayed, mirror glass is used.

To the right of the entrance to this department from the north side is the toy department.

The china department is a most complete one. Over 100 open stock dinner patterns are shown, in both domestic and imported ware.

L. C. Moses, formerly buyer of a Milwaukee store, spent a week in New York selecting his import patterns, he is assisted by L. F. Gilman, formerly with him in Milwaukee. At East Liverpool, Mr. Moses engaged in a similar task selecting domestic patterns.

Jacob Kohnfelder, formerly with the Siegel-Cooper stores in Chicago, assisted by A. B. Stutz, formerly with local department stores and more recently of Memphis, Tenn.

BUSINESS BRIEFS.

Callaway's department store, La Grange, Ga., suffered a loss by fire on March 10. Insurance on stock covers \$65,500.

A voluntary petition in bankruptcy was filed by the New England Pottery Co. of Boston. The liabilities are \$84,174 and the assets are valued at \$34,765.

The Stryvelyne Shop, Manhattan, was incorporated to deal in toys, with a capital of \$10,000. The incorporators are S. H. Minor, J. V. Jordan, jr., and E. J. Schineller.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday

BY

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MARCH 19, 1914.

TRAVELING salesmen are interested in a decision just handed down by the Interstate Commerce Commission to the effect that railroads need not pay for lost or stolen tickets. To seek reimbursements for unused tickets they must be presented.

CROCKERY men are watching with much interest the gradual return to the use of china soups, cover dishes and platters by hotels and restaurants. These pieces are gradually replacing silver which has been used so extensively of late. To the refined mind this is a pleasant change. While silver may look brilliant at first, after a little use, particularly in public places, it become dull and the platters show the marks of the knife. China is cleaner, looks better and unquestionably will come into its own again everywhere.

A FLOATING EXPOSITION.

A FLOATING exposition that will introduce the products of American manufacturers to the merchants of the West Indies and South America with the object of increasing trade with those countries, is the novel project of the American Trade Tour Co., of No. 15 Maiden Lane, New York.

The steamship Kroonland, one of the big North Atlantic liners in the New York-European service, has been chartered as the floating exposition. There will be accommodations on the steamer for four hundred traveling salesmen to boom up business for their vari-

ous interests during a tour that will extend over 120 days. The steamer will be overhauled for the purpose of the tour and there will be space enough for the display of the manufactured products of several hundred concerns.

The steamer will leave New York on October 14 for the West Indies stopping at Havana, Santiago, Kingston, Colon, Cartagena, Columbia, La Guaira, Venezuela, Port of Spain, Trinidad, Bahia, Rio de Janeiro and Santos, Montevideo, Uruguay and Buenos Ayres. At Buenos Ayres the Kroonland will lay at anchor for two or three weeks giving the salesmen an opportunity of crossing over to Chili and visiting other places on the West coast.

The Kroonland is an American built ship and flies the American flag and the tour will be entirely an American one. Foreign manufacturers or salesmen will not be permitted to participate.

PERSONAL.

THE host of friends of H. Gay in the trade were much surprised when he visited the District last week as buyer for Hunter Tuppen & Co., Syracuse, N. Y., with whom he engaged in the above capacity three weeks ago. Mr. Gay for seventeen years was the assistant buyer for Hahne & Co., Newark, N. J., having resigned his position with that firm but a few weeks ago.

L. J. Hunkeler, buyer for the Elder & Johnston Co., Dayton, O., was in the District this week placing orders on import

H. C. Fry and J. Howard Fry were in New York the latter part of last week conferring with F. W. Gardner, of the Cut Glass Products Co., who came here from Chicago to meet them.

Kaufmann Lesser, general salesmanager for the Novelty Basket Mfg. Co., has engaged Marcus S. Kopf to represent the concern in Chicago, and he is now displaying the samples at his showrooms in that city.

Otto Goetz, accompanied by his son John, returned on Tuesday March 10 on the Kronprinzessin Cecile after having spent two months touring the continent on a buying trip.

Wm. R. Noe, senior member of Wm. R. Noe & Sons, accompanied by Mrs. Noe, sailed last Thursday for a three weeks stay in Bermuda.

Wm. Friedlander, representing O. O. Friedlander, returned on Friday after having spent a week calling

on some of the trade in Pennsylvania and the New England States.

Harry S. Clarke will leave Saturday night for Boston with lines from Graham & Zenger.

E. W. Schulz with Herman C. Kupper, left last Saturday for a trip South making his first stop at Norfolk.

J. H. Reese, of Hager & Bro, Lancaster, Pa., will be in town next week to place import orders.

Charles Hass with S. & G. Gump, San Francisco, arrived in New York last week and is registered at the McAlpin.

A. G. Gump, San Francisco, accompanied by his wife, will sail for Europe on March 28.

Mr. Seubel, assistant to John Hawthorne, at the Philadelphia house of John Wanamaker, received orders at the last minute to accompany Mr. Hawthorne on his trip to Europe. Mr. Hawthorne sailed on the 9th.

Harry N. Herber has engaged with Max Schaefer to represent his lines in the Metropolitan District.

C. H. Taylor, president of the Jewel Cut Glass Co., who has spent several busy months in moving his showrooms and getting settled in his new quarters in the Fifth Avenue Building left on Tuesday for a much needed rest, which he will spend in making a three weeks trip to Florida, where he will visit Walton, a delightful spot along the Indian River.

Samuel Robinson, formerly with S. W. Sipser, has been engaged by Richard Kohn to call on the trade in the Metropolitan District.

S. B. Clark, representing the American Art Glass Co., left Tuesday night for a trip through New York State and Canada.

J. J. Hines is calling on the trade in and around Boston with his lines this week, he will return to the city to spend Sunday and next week will make a trip that will take him as far as Washington, D. C.

W. S. Creveling is making a Canadian tour with the Guernsey Earthenware line.

W. H. Cassell, general salesmanager for the Central Glass Works, Wheeling, W. Va., convalescing after a serious operation. Mr. Cassell has been confined

to his home for two months past, but is now making such splendid progress that he expects to be at business again in two week's time.

Leonard Stock, with H. C. Kupper, left night for his regular western trip with lines of Ahrenfeldt and Schierholz china. He will be gone until the first of June.

Miss E. Brennan, a former employce of the Adelphia Silver Co., is now with the J. D. Bergen Co., where she will assist with the selling at the showrooms, thus enabling S. Goerke, the local representative to spend more of his time calling on the trade.

LaCledé Woodmansee, Westerly, R. I., was one of the buyers to visit the District during the week. He left for home on Saturday, his intentions were to remain some time longer but he was taken ill at that time and was forced to terminate his visit here rather abruptly.

D. J. Baldwin, formerly with the American Ring Co., has accepted a position with Malone & Nicholson to call on the trade department stores and fixtures houses throughout the Metropolitan District for them.

G. H. Williams, representing Malone & Nicholson, leaves on Monday for a six week's trip through the New England States.

George B. Beebee, formerly with Jas. M. Shaw & Co., is now representing L. Barth & Son.

Ed. Craig, local sales manager of the United States Glass Co., has now become a full fledged New Yorker, having just leased a handsome apartment at Seventy-ninth street and Broadway.

S. A. Bryce, superintendent of the Glassport factory of the United States Glass Co., was a visitor at the New York office the latter part of the week.

Isadore Grand, formerly china and glassware buyer for S. & W. Baumann, is now employed in the same capacity by the L. M. Blumstein store at 150th street and Third avenue.

E. H. Wolf, the old time glass man, is making a short visit to New York and is showing imported cut salts and peppers at the Grand Hotel.

Henry E. Warnecke, a long time with Higgins & Seiter as china and bric-a-brac buyer, resigned his position with that concern to become identified with Henry Creange, Inc., where he assumed his new duties last

Monday. His place will be filled at Higgins & Seiter by Clifton Allen, who has bought the glassware for the firm for a number of years.

NO PROGRESS IN THE FRENCH CHINA CASES.

THE French china trade is awaiting developments at Washington. The Chamber of Commerce, at Limoges, is urging the French Government through Ambassador Jusserand to bring the condition of affairs to the attention of President Wilson, and threaten to prevent the French Government from exhibiting at San Francisco. It is their contention that an agreement was made between the United States Government and the Chamber of Commerce at Limoges, which resulted in what is known in the trade as the "Limoges list." This was in force for four years when it was abrogated and a new list substituted. All the goods that have been brought in since 1908 have been appraised under these two lists at figures which the United States Government established. New York importers, against whom the Government has brought suit, claimed that they faithfully followed instructions from Washington and entered goods as they were directed to do. Attempts on the part of the importers to have these cases brought to trial have not as yet met with signal success but on every occasion when they have gone to court the Government's legal representatives have moved and secured adjournments on the ground of unpreparedness and so the matter stands.

OBITUARY.

EDGAR WADE ABBOT, vice-president of the Haviland & Abbot Co., died on Sunday morning at his residence, in Brooklyn, aged fifty-eight. He was born in Brooklyn and began his career as an importer of Vienna fancy goods under the style of Boyd & Abbot, with warerooms in Warren street. In 1890 he became associated with O. A. Gager, after whose death a new business combination was effected under the firm style of Haviland & Abbot and composed of Frederick Haviland, E. W. Abbot and F. P. Abbot, succeeded by, and continuing under the corporate style of Haviland & Abbot Co. In 1903, while making a journey to Europe just before reaching Queenstown, Mr. Abbot had a fall as he was going up the companion way of the steamer. He was taken to a hospital and remained there until the steamer returned from Liverpool, taking passage on her for home. He never fully regained his former good health. About a year ago he practically retired from business as he had become a victim of Bright's disease. Mr. Edgar W. Abbot was a man of unusual ability and talent. Not only was he a good business man but he was a poet of no mean attainment, and wrote many poems of literary excellence, one of the best known being "The Poppy-land Express" and songs which were sung at the salesmen's banquet. He was a courteous,

high bred gentleman who made friends wherever he went. His death will cause a void not only in his family but among his social friends and business acquaintances. He leaves a widow and two daughters, one of whom is married and is living in Los Angeles.



EDGAR WADE ABBOT.

The funeral was held at his late residence at half past ten on Wednesday morning. The service was simple but impressive and the flowers were beautiful. Among those present were Henry Witte, L. S. Hinman, Paul Haviland, L. S. Owen, Linsley Haviland, Geo. M. Jaques, J. F. O'Gorman and the entire office force of the store. The interment was at Greenwood.

A meeting of the trade was held at the rooms of the Crockery Board of Trade on Tuesday afternoon and speeches were made eulogising Mr. Abbot. Louis S. Hinman and L. S. Owen were appointed a committee to draft resolutions on his death.

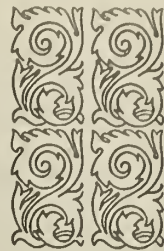
BUSINESS DIFFICULTIES.

TWO petitions in bankruptcy were filed on March 18, against the McPartland & O'Flaherty Dry Goods Co., Forty-third street and Eighth avenue. James N. Rothenberg was appointed receiver and authorized to continue the business for twenty days. Liabilities are \$150,000 and assets are \$50,000 in stock fixtures and accounts.



Illuminating Devices.

Hanging, Stand and Portable Lamps; Light-
ing Glassware, indirect and semi-indirect;
Domes, Shades, etc.



It is really astonishing to see the artistic effects that are produced in electric and gas portable even in the lowest priced goods, but it is a pity that they are not better made. Period styles are often seen in many of the cheaper grades which indicates that the taste of



BY WM. R. NOE & SONS.

the people is becoming more cultivated. The low prices at which the manufacturers are producing some lamps and portables is often due to the use of cheap materials. The use of brass instead of tin would not cost much more and the manufacturer would profit in the long run.



Wm. Dougherty, sales manager for the Consolidated Lamp and Glass Co., has had excellent success with the concern's beautiful new line of illuminating glassware, the "Aurora," a delicately tinted glass in numerous dainty etchings and color effects that when lighted gives a soft, mellow light.



Many new items have been added to the Pittsburgh Lamp, Brass and Glass Co.'s stock in illuminating glassware, making it one of the most complete and interesting lines they have ever produced. The Ice line is shown in two unusually pretty designs, one a Grecian order effect and the other a leaf design both in green, these are made in semi-indirect bowls from ten to

twenty inch sizes with inverted gas and electric shower shades to match. They are also showing the Delica white glass in various sizes in a new shape called the Sheffield in semi-indirect dishes, these too, have bulbs and shades to match in chaste designs that are exceedingly rich. New samples in "Cameo" etched, "Dolphin" and "Translux" bowls etc., add their share of interest to the display.



Every available space has been used in the Bawo & Dotter lamp department with one of the largest displays the concern has ever made which is replete with both imported and domestic lamps which are entirely out of the ordinary. Prominent in the showing from the other side is the Old Meisen line with hand-painted portables and shades to match. Another importation that is attracting attention is a modern style lamp, with a pottery base in soft odd coloring effects with dainty etched shades to match.



C. Burt Clark, sales manager for the Edward Schroeder Lamp Works, has added an extra room to his suite in the Fifth Avenue Building, and no expense has been spared in decorating and furnishing it. The



BY THE PITTSBURGH LAMP, BRASS AND GLASS CO.

walls are paneled in royal blue silk, with portieres and carpets to match, the woodwork is in ivory finish, and the furniture of mahogany. Beautiful new hanging

and bracket fixtures are shown amid surroundings that give the buyer the best possible idea of how they will look in actual use.



The unusually comprehensive and artistic showing of semi-indirect bowls in genuine alabaster being made by O. O. Friedlander, strikingly appeals to the illuminat-



BY MAX SCHAEFER.

ing glassware buyer. The finely hand-carved designs are a revelation in unique effects that show very careful attention to detail. A recent addition to the stock is a line of lamps in genuine alabaster in several different sizes, in beautifully carved designs.



Max. Schaefer's line of semi-indirect illuminating specialties in the pretty "Fer lux" glass made in both



BY THE TURNER & SEYMOUR MFG. CO.

imitation and genuine alabaster, meets every possible requirement both for artistic effect and all around service, it radiates a subdued yet highly efficient light that is most satisfactory. The bowls are made in a va-

riety of tasteful patterns with bracket and shower shades to match.



The Novelty Basket Co. are showing an elaborate line of wicker lamps, that are extremely artistic and especially adaptable for summer home use. The factory has been busy for months past, turning out advance orders for these. The antique gold and ivory are the most popular finishes. The shapes vary and the decorations in Dresden effect are very beautiful.



Cox & Lafferty are showing a varied assortment of new lighting glassware from the Imperial Glass Co., including some unusually pretty designs in iridescent glass that are attractively priced.



Oscar O. Friedlander has just produced something entirely new in lighting glassware that fulfills every possible requirement where a powerful light is required. It is called the "Reflectophane" and is suitable for window lighting, indirect lighting or where exceptionally strong concentrated light is needed.

WE LEAD THE WORLD IN CUT GLASS.

"UPWARD of \$6,000,000 worth of cut glass, which for depth and richness cannot be surpassed anywhere, is manufactured in this country annually," said Lee Kohns, of L. Straus & Sons, recently, "which is perhaps three or four times as much as any European country produces. Because of improvements in the manufacture of cut glass the price of it has been lowered considerably in the last few years, and the class of people using it consequently has been enlarged to a great extent. Where formerly it was accepted as a luxury and a sign of wealth, cut glass is to-day within financial reach of any person of moderate means. Not only does the sale of domestic cut glass overshadow that of imported lines, but great quantities of American glass are now being sent abroad. Unlike many other goods, an imported mark on cut glass does not stand for all that is best in workmanship and design. The palm for these qualities is held by the American producers.

"The recent tariff reductions, which were so marked in some instances, ultimately will be of small benefit to the consumer because of the tendency of prices on domestic pottery and glassware to advance. The old cry of cutthroat competition as a result of lower duties has been proved absurd by the latest reductions. American pottery and glass prices are firmly maintained, and some of them have advanced in spite of the diminished duties. There is no doubt that, notwithstanding the reductions in the tariff on earthenware and glassware, the domestic manufacturers will sell more than 75 per cent of the former and over 90 per cent of the latter that is used."

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Within a few weeks a new character of pressed glass will be placed on the market, the offering being different from anything now being presented. The journal is advised, however, that the glass is a new creation, and fills a niche in the trade that has been vacant for a long time.

"There is very little doing in the Pittsburgh district on glass," declared Frank M. Milliken to the journal. "The weather has had much to do with keeping trade down, but I believe spring weather will bring a lot of new business to the front."

A new cut glass factory is to be established at Charleroi, Pa., within the next six weeks. Property deals are now pending, and as soon as these are closed, the plant will be erected. Pittsburgh interest are back of this deal.

Several new light cut patterns are being shown by the Pittsburgh Cut Glass Co., whose plant is in the Phipps Power Building.

An increased movement is noted in the coin gold decorated line of vases and other specialties in the blown line as shown by the United States Glass Co. This special line has been developed exclusively for high class trade, and has but recently appeared on the market.

The regular monthly meeting of the Glass Club, which was held in the Dutch Room of the Ft. Pitt Hotel last week, was one of those social events which has been a boon to the trade in general.

Trade conditions with the Pittsburgh Lamp, Brass and Glass Co. are of the best, and all factories are working full time. The portable business is good, while the sale of lighting glassware is in a normal condition. There have been several additions to the sales force of late.

The Robert Rawsthorne Engraving Co., which does so much work for the glass and pottery trade, removed from its old location in the Arrott Power Build-

ing this week, to the west Penn Building, at Penn Avenue and Third Street. Larger quarters were required for the increased business being offered this concern.

Just as soon as specifications are available for the lighting glassware for the new William Penn Hotel here, the manufacturers will get busy. With 900 rooms, halls, lobby and dining rooms to fit out, the contract should prove to be one worth going after.

Catalogues of new lines which were shown in January are now being sent to the trade. In some instances the manufacturers are specializing by issuing different catalogues for different lines of trade.

Judging from early reports received by manufacturers of packers' goods there will be a heavy fruit crop this season. This means an enormous sale of jellies, jars and other items used in this business.

It is reported that the Seneca Glass Co. has a larger initial stock order with the Kaufmann-Bear Department store here than any other glass concern. A number of very attractive patterns are shown in this line.

The demand for lime tumblers during the past few weeks has been good. Some buyers are of the opinion that the lead tumbler market will ease off ere long and a waiting attitude obtain. So far as the journal is able to hear, the present lists on all lines of tumblers will be adhered to during the year.

Those manufacturers making a specialty of confectioner's lines say that this trade shows improvement. There is a fair volume of orders being received for the several candy tray lines. Sherbets and crushed fruit bowls for soda fountain trade also show an improvement.

At a special meeting of the board of directors of Ripley & Co., glass manufacturers of Connellsville, Pa., which was held in officers of the company at that place last Saturday, Herman Plaut, of the firm of New York, lighting glassware selling agents, was elected a

member of the board which fills a vacancy which existed for some time.

Frank E. Freese, of the commercial department of the United States Glass Co., has been spending the past week at the offices of the company in New York.

AFFAIRS OF HENRY SIEGEL.

HISTORY has been written every day in the matter of Henry Siegel & Co. As we announced last week Henry Siegel and Frank & Vogel were indicted on three counts and held in \$25,000 bail each. Shortly after this it was reported that friends of theirs would advance forty cents on the dollar and secured notes to make up the balance in the proposed bank settlement. This was denied the next day and the \$450,000 which was to be used for that purpose, it is said, would be used in the defence of the two men.

One of the sad features of the failure was the prospective turning out of employment of more than two thousand employees. To the everlasting credit of the department store trade there came to the rescue John Claflin & Co., who started a movement to engage some of the force at O'Neil-Adams & Co. and possibly at the other stores of the so called Claflin Syndicate. Following this proposition other stores including R. H. Macy & Co., Gimbel Bros., Greenhut Siegel, Cooper Co., Lord & Taylor, James A. Hearn & Co., Oppenheim, Collins & Co., Bloomingdale Bros., Saks & Co. and others who took over as many of these sales people as they could accommodate it was reported that the entire crockery and glass force were taken over in a body for the Greenhut-Siegel-Cooper Co. It was further announced that Leo. A. Price, formerly manager of the Fourteenth street store would re-open Rothenberg & Co. in the building formerly occupied by them and he promised to have the store in full operation by Saturday of this week. From Boston it was learned that the week brought joy to the numerous employees of the Henry Siegel Co., of Boston, and to the trade generally because it has seen one of the the large department stores preserved in the taking over of the Siegel Co.'s stock, fixtures and good will by the W. and A. Bacon Co., of Roxbury, keeping the old forces practically intact and throwing some large orders on the market for numerous lines of goods. There had been fears that the Siegel store might be closed, the force discharged and the trade generally suffer as a result. Instead of that the oldest firm in the city has bought it out. As was announced in the Journal last week this company appeared to be the most likely purchaser. The Bacon Co. gave fifty-one per cent for the merchandise at cost price, with a bonus of \$1000; \$20,000 for the stable equipment, including horses and wagons, and \$10,000 for the right and title of the trustees in bankruptcy in the fixtures and furnishings of the stores. Immediately after con-

firning the sale the referee in bankruptcy said that he could see no reason why a dividend of twenty per cent should not be declared for the unsecured creditors immediately. It is figured that the trustees will have about \$630,000 cash on hand after the purchase price is received from W. and A. Bacon. Frederick A. Kerry the new general manager says that there will be no bank and no deposit accounts; that business will be on a cash basis, with a selected credit list. The stock taken over may amount to \$175,000 but that will be sold as fast as possible and the store will be restocked from top to bottom. The buyers were able to get in some of their first orders on Tuesday and within a week expect to have everything in ship shape order.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

B L Weaver, hf, t, c, Linn & Scruggs D G Co, Decatur, Ill. 31 Union Sq.
W D Sandford, c, g, s, Pettis D G Co, Indianapolis. 2 Walker.
E D Garrison, hf, Sanger Bros, Dallas, Tex. 19 E 24.
L Neubrick, c, g, t, Crowley, Milner Co, Detroit. 20 W 22.
C Smith, hf, t, Brown, Thomson & Co, Hartford. 2 Walker.
C L Patterson, c, g, Carson, Pirie, Scott & Co, Chicago. 115 Worth.
W Perlstein, t, Cohen Co, Richmond. 320 Church.
P D Hitchcock, Day & Holt Co, Catskill, N Y.
H H Griggs, hf, c, Scott, Griggs Co, Cleveland. 4 W 22.
F Ennigholz, C D Pearson & Co, Indianapolis.

NOVEL SELLING SCHEME WORKED.

IN a recent bulletin to the trade, Butler Brothers tell of a unique selling scheme successfully operated by a merchant in the Middle West. It was a one-cent sale, and was held on Friday, Saturday, and Monday. In his advertising the merchant called attention to the sale in this way:

You pay one cent more than the retail price of the items listed in this ad, and you get two items. You pay the retail price for the first item only; the second you get for one cent.

In the ad were listed blown glass tumblers regularly priced at ten cents, but which were sold at two for eleven cents. A record crowd for that city attended the sale, and the merchant got some valuable advertising at a comparatively small cost.

FIFTEEN YEARS AGO.

THE picture below shows some of the salesmen at the Glass Exhibition at the Monongahela House, Pittsburgh, Pa., in January, 1897.

Starting on the left of the rear row is N. O. Straussberger, who represented at that time the Model Flint Glass Co., Albany, Ind.; next is W. S. Creveling, of Wirth Bros., New York, who operated a decorating

Adams. Thos. Evans Co., Pittsburgh and Marion, Ind.; (in the rear of Mr. Adams is a gentleman whose identity must have been lost in the shuffle, as none of the others in the group appeared to be able to place him); W. H. Bush, Seneca Glass Co., Morgantown, W. Va.; J. A. Harris, Tarentum Glass Co., Tarentum, Pa.; W. H. Cassell, Central Glass Works, Wheeling, W. Va.; W. C. Brown, Hamilton Tile & Pottery Co.; A. A. Grasser, A. H. Heisey & Co., Newark, O., and F. A.



Courtesy of the Commoner Publishing Co., Pittsburgh.

plant at Marion, Ind.; the others in this row are J. G. Bunert, American Lamp Chimney Co., Toledo, O.; Walter B. Lindsey, Keystone Tumbler Co., Rochester, Pa.; John Anderson, Washington Glass Mfg. Co., Washington, Pa.; Jas. E. Ratcliffe, Riverside Glass Co., Wellsburg, W. Va., and B. M. Hildreth, Ohio Flint Glass Co., Dunkirk, Ind.

In the second row, starting at the left, are C. W. Morrison, Central Glass Co., Summitville, Ind.; E. M. Jessup, J. B. Owens Pottery Co., Zanesville, O.; Enoch

Leonard, C. C. Thompson Pottery Co., East Liverpool, O.

D. W. Eyman, of the Pittsburgh Glass Co., is on the extreme left of the front row; E. E. Walling, Bonita Glass Co., Cicero, Ind.; Jule Braun, Indiana Tumbler & Goblet Co., Greentown, Ind.; Jas. W. Blaney, Co-Operative Flint Glass Co., Beaver Falls, Pa.; A. G. Brown, Geo. Duncan's Sons & Co., Washington, Pa.; Harry Northwood Co., Indiana Pa., and James Buckius, Canton Glass Co., Marion, Ind.

SAN FRANCISCO AND THE COAST.

THE import season starts off in very good shape here. Buyers are visiting the sample rooms and it is reported are ordering liberally both in regular lines and specialties for the holiday trade. Out-of-town dealers are optimistic regarding the prospects for the year's business. Retailers here have arranged special displays this week.

Among the visitors at local crockery and glass sample rooms the last few days were: G. H. Altenhoff, Stockton; Mark J. Johnson buyer for Einstein's, Fresno; C. P. Mayhew, Red Bluff; Fred Stahel, manager of the crockery and glass department of the John Breuner Co., Sacramento; Geo. A. Fleissner, with S. Sweet Co., Visalia, Cal.; Chas. O'Hara, with Grag, Ried & Wright, Reno, Neb.

The stock of cut glass, jewelry, etc., of E. H. Forestier was sold by the assignee at public sale to the highest bidder a few days ago bringing \$5,100. The fixtures and book accounts were sold back to Mr. Forestier for \$4,500 part cash and the rest endorsed notes.

E. W. Hale, director of Hale Bros., Inc., and a partner in O. A. Hale & Co., San Jose, Cal., who for years had devoted personal attention to the Hale interests in Sacramento, Cal., died in this city, March 4th, following an operation. The Hale stores remained closed on March 6th in respect to the memory of the deceased.

C. A. Bacon has received new crockery and glass samples recently, and reports business for March very good to date.

The employees of Lipman, Wolfe & Co., Portland, Ore., organized a Welfare association a short time ago to promote social intercourse among its members and assist in sickness and distress.

F. M. Dunn, coast manager for the United States Glass Co., is in receipt of samples of the company's new decorated lines for the season. Business generally, according to Mr. Dunn, is better now than for some time.

A. W. Ottenheimer, of Ottenheimer Bros., is at headquarters after a successful trip in the Salinas Valley. Hugo Altschul and John A. Sauer are sending in satisfactory orders from their respective districts. M. C. Ottenheimer is back at his desk after doing jury duty for the past six weeks steady.

The Nathan-Dohrmann Co. is making extensive preparations for a household show to be given here the latter part of the month. This week Mr. Yost, from the Yost-Dohrmann Co., Stockton, Mr. Trinkler, from the Trinkler-Dohrmann Co., San Jose, and Mr. Howell, of the Howell-Dohrmann Co., Oakland, are in consultation with the management here with a view of repeat-

ing the show at their establishments. A. B. C. Dohrmann is in Los Angeles this week on a short business trip.

B. F. Heastand, local representative of the Foston

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each inch of space (40 words). PAYABLE IN ADVANCE.

SITUATIONS WANTED.

A WELL-KNOWN retail buyer, long experience with glass firms, now employed, desires to change. Knows all branches of the crockery and glass trades, housefurnishings, dolls and toys. Best of references. Address Box 895, this office.

WANTED—A position as traveler through the South and Middle West for a domestic pottery or a cut glass factory. Years of experience and high grade references. Address Box 896, this office.

WANTED TO PURCHASE.

WANTED—TWELVE CARLOADS CROCKERY. MONTHLY SHIPMENTS OF ONE CAR DECORATED PREMIUM CROCKERY, CONSISTING OF CUPS AND SAUCERS AND PLATES. FOR FULL PARTICULARS ADDRESS BOX 897, THIS OFFICE.

AVENIR LIMOGES CHINA

F. W. JENKINS & Co.

The Hall Building
Springfield
Massachusetts

Caementum—

A liquid porcelain insoluble Caement for all mending and remaking purposes.

Manufactured by Chas. W. Dopson, originator and inventor of Caementum.

With it you can repair anything from the finest china and glass to steam pipes and automobile radiators. Builds missing parts of china, stops leaks in pots and pans, its uses being innumerable. Sets rapidly and when set becomes absolutely insoluble.

Fire, water, acid and alkali-proof. Makes a joint which defies heat, cold, moisture, gas, air, acid and time. Mends forever, keeps forever. A clean, tough, harmless, everlasting and ever-ready Caement. Made in France and the only thing of its kind sold in America. Your jobber has it, or sample sent postpaid, 25c.

STANDARD GLUE COMPANY

Sole Agents for U. S. and Canada,
Dept. G. BALTIMORE, MD.



LA PORCELAINE LIMOUSINE

P L
LIMOGES
FRANCE

Formerly



M. REDON.

LIMOGES CHINA.

ALFRED G. MOMENT,

AGENT

25 West Broadway, New York.

... THE ...

Lotus

Cut Glass Company

BARNESVILLE, O.

"Best selling goods I ever had in stock"—writes a new customer.

"Double first order and ship by first express"—wires one in Texas.

"Goods arrived at 4 p.m. Sold all of some items before closing time. Rush order herein"—says another in Indiana.

Best stores from Maine and Minnesota to Texas are repeating their orders for "Lotus."

It is carefully inspected, shipped promptly and sells at a good profit. Ask for illustrations and price list. Send in sample order. If not perfectly satisfactory, return it. We will pay freight both ways.

New York, Cox & Lafferty.
Denver, Col., Bersback, Maloney & Co.
Dallas, Tex., Bond Sales Co.
Toronto, Canada, Cohen & Coblenz.

High-Class Buildings.

LOW RENTALS.

YOU will find in one of these three buildings any size loft or office space you may require. Offices as low as \$250 per year, including electric light, steam heat, cleaning, service, etc.

KNICKERBOCKER BUILDING,

(16 Stories)

79-83 Fifth Ave., S. E. Corner 16th St.

STUYVESANT BUILDING,

(15 Stories)

98-100 Fifth Ave., N. W. Corner 15th St.

102-104 FIFTH AVE. BUILDING,

(New 18-Story Loft and Office Bldg.)

Between 15th and 16th Streets.

We have made long-term leases with the following concerns:

GRAHAM & ZENGER,
WILLIAM S. PITCAIRN,
JULES HENRI VENON,

and we are now negotiating with other large houses in your line.

These buildings are being operated by the owners as investments. You may send your agent to us or deal direct.

Rothschild Realty Co.,

OWNERS.

ANTHONY LO FORTE, Agent,

On Premises.

Telephone, 4990 Chelsea.

Glass Co., and the Smith-Phillips China Co., sailed for Honolulu a few days ago. He will be gone six or seven weeks.

Clifton Lewis is in town again, after making a six weeks' trip in the southern and eastern portion of territory covered from the local office of the Pittsburgh Lamp, Brass and Glass Co. A. A. Otte, coast manager, is calling on the trade in central California.

A five and ten cent store has been opened in El Centro, Cal., by B. D. Irvine, of San Diego, who has associated with him Mr. and Mrs. T. A. Eggleston.

Articles of incorporation have been filed in Marysville, Cal., for the E. M. Smith mercantile store, formerly known as the Variety store, with a capital stock of \$20,000. The directors are E. M. Smith, and W. B. Swain, of Marysville, and J. H. Smith, of Chico.

Meier & Frank, of Portland, Ore., have announced that they will begin construction this spring on a twelve-story Class A building on their property on Fifth street, to cost approximately \$1,250,000, which will conform in general appearance with the present ten-story annex. The departments in the old five-story main building, to be replace by the new structure, will be removed to temporary quarters across the street, within the next three weeks.

It doesn't require much business to occupy all of a man's time if he attends to it.

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CROCKERY and GLASS JOURNAL

NEW YORK, MARCH 26, 1914.

THE CONDITION OF BUSINESS.

As is usual at this time of the year there is a falling off in trade. The "Easter lull" comes a little earlier this season and the festive day comes a little later, but every year, for years, just before the springs opens, for some unknown reason the crockery man hesitates.

There have been but few visitors in town; some of these have bought fairly well but the majority have placed small orders with the promise of doing better however, later on, when the traveling men reach here. While they may buy as liberally of the travelers it is questionable policy to pass by the full exhibit in the warerooms where they can see everything that the importers or manufacturers has to show and depend upon what the traveling man can carry in a few trunks. It is a fallacy to think they can buy better with the help of their sales people. Confusion arises with the multiplicity of tastes and really in the long run the buyer takes what he likes and not what his people like.

Our reports from the American potteries shows that business holds good with them and in many places orders are refused for immediate delivery. Considering the general condition of all trades at the moment, including of course crockery and glass, this condition is as surprising as it is gratifying to the manufacturers.

The glass men are feeling the depression and while there is plenty of business booked, new business is scarce. No one for a moment supposes that the present quiet in the trade will persist, for as soon as spring really opens there will be an increased demand for all kinds of commodities as represented by this journal.

The retail trade naturally at this time of the year

is quiet. The special sales held by the department stores were eminently successful and perhaps surprising to the promotor. The results, however, proved that there was a demand for crockery and glass and that people had money to buy. Another pleasing feature was the fact that so many high cost goods were disposed of. In a city like New York, strange as it may seem, the people who are supposed to be well to do are almost always the first to curtail when times are stringent. Their homes as a rule are better provided with table furnishings than the abodes of those in middle life, and they can wait. The poorer people have no reserves to fall back on and of course have to buy from hand to mouth. It is noticeable however that those who may be classed as among the wealthy, who at this season of the year do not buy crockery or glass, have always money to spend on female finery. Most women could scare up enough money to buy an Easter bonnet even if they have to eat off a chipped plate or drink from a cracked cup. They can find money for new gowns, and was there ever a woman seen on the street with shabby shoes. A walk through the shopping district in upper Fifth avenue makes one stare to see the wealth in jewels and raiment displayed on the persons of the gentle sex.

In a like degree, though not to such a large extent, the same conditions prevail throughout the country. Women will go without the necessary table furnishings to make a fine appearance on the street.

There is hope for the future as the sun gets higher in the heavens, and the snow, ice and cold covering the country for the last six weeks, gives place to leaf and flower. It has been one of the hardest winters since February came in known for many years, and the diffi-

culty of getting about has largely effected the retail business, but we believe that buying has not been killed outright, only delayed. It has been proven time and again that there is an average percentage of consumption per capita and what we do not sell in February and March we are bound to dispose of during the following months.

East Liverpool and Vicinity

Every pottery in this district save one is operating to capacity. Orders are plentiful, and ware is short. Manufacturers have not been in a position to get any stocks ahead and this has resulted in some orders being held up for a little while. Conditions are all that could be desired in this trade. All salesmen are on the road, and mail business is reported good.

Pittsburgh and Vicinity

There is a lull in the sale of glassware which the manufacturers are unable to account for. While factories are in operation, production has been reduced. In some instances many shops have been "taken off" and it is hard to tell when they will be re-called. Buying in some lines is from hand to mouth. A year ago the manufacturers were at work on some good sized specifications, but some of these contracts were not placed this season.

AT CHICAGO.

J. M. GEARY, who formerly traveled from the Zanesville office of the Roseville Pottery Co., is now city salesman for the Chicago office of this firm.

After May 1st, Ray J. Morgan, representative of Rothschild-Meyers & Co., in Chicago, will have a much larger office. He will take over the space which D. O. Welty, representing Gillinder & Sons, formerly occupied jointly with him.

George R. Spinney, of the Fostoria Glass Co., has returned to Chicago from a sales trip through Wisconsin.

Phil. D. Martin, salesman for the Lancaster (O.) Glass Co., and F. S. Pickles, representing the Hunt Cut Glass Co., of Corning, N. Y., were both at the Palmer House recently showing their respective lines.

Ira A. Jones Co. are displaying a complete line of semi-indirect lighting bowls lately received from Gill & Co., Steubenville, O.

Harry Kalisch, formerly with Siegels' Fourteenth Street Store in New York, is now housefurnishings buyer for Mandel Bros., of Chicago.

W. T. Darden & Co. have recently installed several unique and handsome glass tables for displaying

their extensive line of glassware from the Cambridge (O.) Glass Co.

During his recent stay in San Francisco, Hugh E. King, of the Hugh E. King Sales Co., Chicago, received word from his son of the arrival of a grandson.

Among their visitors of last week, Kelly & Reasner report Frank W. Merry, president of the Indiana Glass Co., of Dunkirk, Ind.

Miss Ella Brennan, buyer for Rothschild & Co., has returned from a buying trip in New York.

Earnest D. Wetten, salesman for Dorflinger & Sons, of New York, spent some time in Chicago last week.

The Chicago office of the Pittsburgh Lamp, Brass and Glass Co. are now displaying some new portable lamps with shades of vari-colored landscapes designed on them.

J. W. French, representative of John Davidson, inc., New York, stopped here last week on his way to the Pacific Coast.

Extensive preparations are being made by the Sioux Line for the opening of its new passenger and freight terminals in Chicago, the date for which has been set for April 1st. The freight terminal is one of the largest and most important railway improvements made in the city in a number of years, and with it goes the removal of the line to Grand Central Station which it will share with the Baltimore and Ohio, the Great Western and the Pere Marquette.

Marshall Field & Co. have this week opened up a new section, devoted to kitchen furnishings and kindred goods. The entire ninth floor of the new north Wabash avenue building will be given over to the display of these goods, which will include household hardware.

Harry J. Bennett, sales manager of the Crooksville China Co., was a recent visitor at that company's Chicago office.

F. E. Chambers, salesman for the Chicago office of the Plume & Atwood Mfg. Co. left here last week for an extended trip through northwest territory.

T. M. Schollenberger has received four new patterns of stemware and also a new and extensive line of sand blast tumblers from Ripley & Co., of Connellsville, Pa.

Charles Kaiser, eastern representative of Morimura Bros., recently paid a visit at that firm's Chicago office while on his way to Japan. Mr. Kaiser was accompanied by his family and expects to be gone several months.

J. E. Boring, Chicago representative of the Crooksville China Co. is now visiting St. Paul, Minneapolis, and other northwest points.

THE METROPOLITAN MARKET

CALLING on a prominent importer one day last week a representative of this paper was invited to sit down. A chair was placed beside the desk and as he was about to take it he nearly fell to the floor. Four one-thousands dollar bills were lying on the desk as if they were blotting pads or any other common kind of paper. Such a careless display of real money nearly took the newspaper man's breath away.

H. C. Kupper shows in his line of Ahrenfeldt china so many good patterns that it seems impossible for any buyer to pass them by. Not only are the designs original but the quality of the ware will appeal to any one who knows high grade china. The pottery has a reputation of making close selections and the deliveries are always up to and often better than the samples. Also of prime importance the prices are right.

One of the best things the United States Glass Co. have brought out in some time is a beautifully shaped vase in an out-of-the-ordinary floral design, known as cut number 222. The decoration covers the greater part of the vase and is an exceedingly tasteful arrangement of clusters of small flowers and leaves.

Included in the latest additions to the Krantz & Sell Co.'s line, on display at the showrooms of sales-manager Wm. D. Finke, is a domino sugar holder in a shape that combines both beauty and practicalness.

A very odd pattern is the "Butterfly", design brought out this season in L'union Ceramique Limoges dinnerware and shown by the American agent, Justin Tharaud, at his salesrooms, 25 West Broadway. It is a unique arrangement of unusual shades of blue, yellow, green and brown, applied in a combination butterfly and floral border effect, the outer one being acid gold.

The project for the erection of a modern hotel in the Downtown District to fill the gap by the passing of the old Astor House has not been dropped by any means, negotiations are quietly going on with the idea of erecting a hotel, possibly in conjunction with a theatre. Many of the prominent downtown business men strong-

ly advocating the idea as a means of keeping the wholesale houses and manufacturers agents in various lines in this District.

Wm. Warrin is making an exhibit of the 1914, samples of Moss Aztec pottery at the Flower Show, being held at the Grand Central Palace this week.

An excellent line of novelties suitable as ornaments, dinner favors, etc., being displayed by Strobel & Wilken is the Little Nemo series, consisting of the well known characters made famous by the Winsor McCay cartoons. The five figures are the Imp, Princess, Doctor Pill, Flip and Little Nemo and are made in both china and bisque. These are particularly pleasing to children and should make good all the year around seller.

Richard Kohn expects to have a display of samples from his new factory, the Consolidated Cut Glass Co., located at Suffern, N. Y., at his new showrooms by April 1. Associated with Mr. Kohn in the new company are two other well known glass men, W. H. Pooley, the former secretary of the J. D. Bergen Co., and Fred. Thieme, formerly superintendent of the same concern.

Fred. Skeleton has just taken on the Corona Cut Glass line and is in receipt of new samples. This is a particularly good line of glass and popular with the trade.

A. P. Doctor, local sales manager for the Central Glass Works, is showing two new pieces from this concern, one of which is entirely new in the glassware world. This is an individual cucumber dish, which is made in a low footed style and may be had either plain or in etched pattern. A water ice is the other item in optic glass.

Robert Slimmon & Co. are showing a novelty in the way of a London tea Bob. Attached to a Rockingham teapot is an aluminum device to obtain all the aroma of tea leaves without any of the tannin. The cup is filled with tea leaves, water poured upon them and

the tea is gently distilled. As soon as the water has percolated through a tube which extends down into the water this tube and the cup rise automatically, leaving a pure decoction, delicious in flavor, and free from sediment.

The time is soon coming when the furnace fires will be put out, but there will be many cool nights and mornings when a little heat is required but it hardly pays to start the furnace. A "Miller" oil heater will meet the requirements as everybody who has ever had one will testify.

The Dunn Sales Co., now on Park Place, have leased the store 10 West Twenty-second street and will move about the 15th of April.

A bill was introduced in the New York Legislature on Tuesday in the interest of the New York Central Railroad, to have an underground freight road, beginning at Chambers street and West Broadway, running through Hudson street to Spuyten Duyvil with freight stations at frequent intervals. The success of such a movement would mean much to the downtown merchants.

LIVERPOOL EXPORTS.

From the Freight and Shipping Circular of John Edwards & Co Liverpool.

to	Shipments week end'g Mar. 7, '14	Correspond- ing period 1913	Exports Jan. 1 to Mar. 7, '14	Correspond ing period 1913
New York	423	270	2078	2230
Boston	179	394	1387	1685
Philadelphia.	186	128	514	716
Baltimore.....	380	208	1910	1660
San Francisco ..	10	47	156	273
New Orleans. ..	....	....	220	265
Portland (Me.)..	171	112	639	853
Galveston ....	....	....	63	....
Newport News	....	....	28	21
Portland (Or.)..	....	....	....	75
Inland Points	6	12	99	136
Total	1358	1171	7092	7914

From David Inglis & Co.'s Circular.

to	Shipments month end'g Mar. 7 '14	Correspond- ing period 1913	Exports Jan. 1 to Mar. 7, '14	Correspond ing period 1913
Boston	179	394	1200	1601
New York	423	270	1881	2155
Baltimore	380	208	1910	1660
Philadelphia.	186	128	506	604
New Orleans.....	....	....	152	265
Newport News..	....	....	26	21
San Francisco ..	10	47	116	269
Portland (Me.)..	174	112	636	851
Galveston .....	....	....	63	....
Portland (Or.)..	....	....	....	87
Inland Points ..	2	9	180	187
Total	1354	1168	6670	7680

HALF A CENTURY.

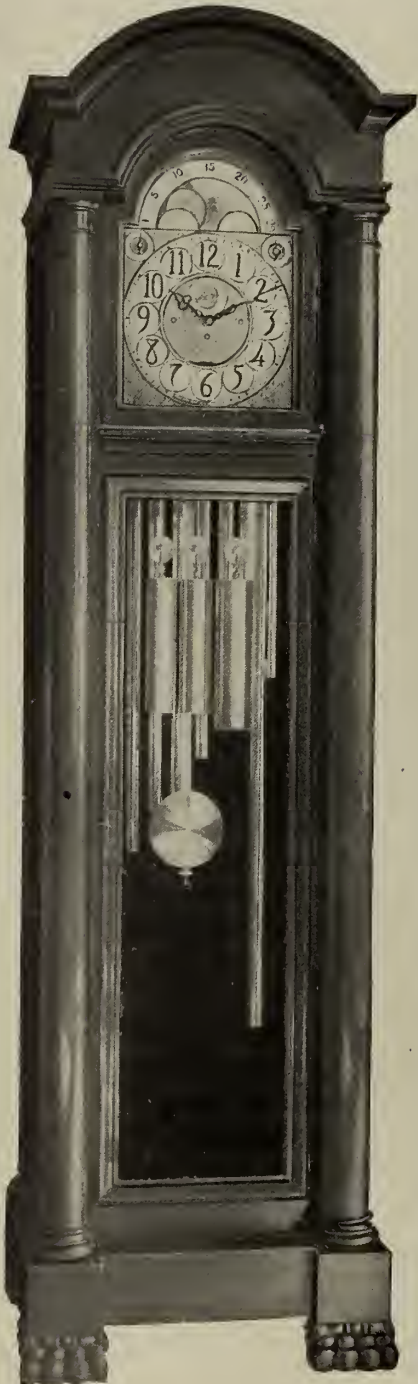
ON Friday, March 27, John J. Miller celebrates the fiftieth anniversary of his birth. It is something to have lived half a century enjoying good health and attend to business regularly, and it is pleasant to be remembered on an occasion of this character by people with whom one has been associated in business. As a mark of their esteem the English firms which Mr. Miller represents in New York presented him with a magnificent testimonial with the following inscription:

Presented to
John J. Miller
on his 50th birthday,
by
John Maddock &
Sons, Ltd.,
Allertons, Ltd.,
Worcester Royal
Porcelain Co., Ltd.,
Price Bros., Ltd.,
Wileman & Co.,
all of England.

Also the employees of
Maddock & Miller,
New York.

The anniversary will be celebrated in his home by a quiet dinner party attended by his family and a few close and intimate friends.

When he was sixteen and one-half years old he took employment with Ott & Brewer, of Trenton, N. J., and remained with them for about eight years, for the following two years he was engaged



THE JOHN J. MILLER TESTIMONIAL.
Colonial Clock, with solid mahogany case, the very best works that are made, strikes the hours on a chord of four tubular bells and has Westminster and Trinity chimes. It is the best clock which Bawo & Dotter make.

ed in business in Tiffin, O. For twenty-four years he has represented John Maddock & Sons, Ltd., and the others mentioned in the inscription for variously long terms.

He is one of the best known English importers in New York and was honored last year by being made President of the Crockery Board of Trade, which office he relinquished last month, giving place to Louis S. Hinman.



Illuminating Devices.

Hanging, Stand and Portable Lamps; Light-
ing Glassware, indirect and semi-indirect;
Domes, Shades, etc.



THERE is no denying the popularity of the semi-indirect fixture. There are many that believed that it was only a fad and its life would be brief, but as time goes on the demand increases and there are very few of the manufacturers in the lighting line in all grades in whose stock these fixtures do not form an important part. It undoubtedly is here to stay. The styles of the fixtures may change but it is safe to say that the semi-indirect form of lighting will last, not only because the fixtures are attractive, but because the mellow indirect light, giving a subdued effect is perfectly efficient.

Kiefer Bros. are making a special feature of their electroliers in cut glass this season. They are making



BY THE BRADLEY & HUBBARD MFG. CO.

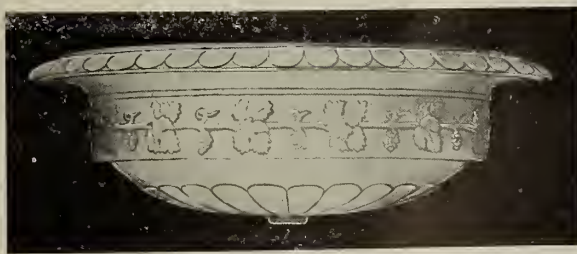
them in several different sizes in the "Almat" pattern which is a pretty arrangement of an odd floral and mitre cutting.

In looking over the new line of lighting devices displayed in the beautiful new showrooms of L. D. Bloch & Co. one is impressed with the magnitude of the display. A striking feature is the immense line of indirect alabaster bowls and lamps imported from Italy. Each dome being cut out of one single block of marble, hand-carved and finished by the best artists. The firm besides showing a very extensive line on import also carries a full line of open stock in New York. There are models most elaborately carved, and others which

are plain. In fact, the display includes all styles, prices



Italian Marble Lamp by L. D. Bloch & Co.



One of the stock models of Italian marble bowls carried by L. D. Bloch & Co.

and sizes in which ceiling lights are made. The display on the second floor of marble standing lamps and

table lamps also includes a large line of wood portables and floor stands, a line which has grown to be a specialty with the firm. They range in price from \$2 each complete with shade, up to \$50. The shades are made in the firm's own work rooms. To make the display complete there are bronze lamps, pottery lamps, bisque lamps and glass lamps. Every buyer owes it to himself and his house to see these goods.

THE LORD & TAYLOR RESTAURANT SERVICE.

It is doubtful if any portion of the furnishings of the Lord & Taylor store has attracted more attention than the china outfit in their restaurant. The design is in perfect harmony with the decorations and consists of a broad band of trellis work giving the appearance of a full rim of color broken by cameo medallions having somewhat the effect of a Wedgwood medallion. The



appearance is rich and handsome without being overdone or too showy. One unusual feature of the outfit is the absence of silver dishes of all kinds, as china has been used for the platters, bakers, tea, coffee and chocolate pots and also for the soup tureens; this is a distinctive feature of the outfit which has been commented on by the daily press and recommended as worthy of imitation. The design was made by Mr. Van Vleck, the architect of the Lord & Taylor buildings and the outfit furnished by Haviland & Abbot Co., of 95 Madison avenue, this city.

BUSINESS BRIEFS.

The Crosby five and ten cent store, of Eau Claire, Wis., was put into the hands of a receiver.

L. H. Albright has purchased the five and ten cent store from Charles Dietz, in Allentown, Pa.

Fire destroyed the Scott five and ten cent store of Uniontown, Pa., on March 23. The loss was \$100,000.

A petition in bankruptcy has been filed against the American Lamp Shade Co., manufacturers of lamp shades at No. 512 West Thirty-sixth street. The peti-

tion was filed because creditors learned that the Sheriff had taken possession of the place on an execution for \$1,769. Assets are estimated at \$2,000. The company was incorporated August 4, 1910, with a capital stock of \$15,000.

A deal is under way for the dissolution of the department store of William H. Bowers & Co., of Bangor, Pa.

JOTTINGS FROM BOSTON.

THERE was general delight at the declaration of a ten per cent dividend for the Henry Siegel Co.'s unsecured, creditors to be paid Mar. 31.

Some interesting views on the problems of managing stores were expressed here this week by Frank Jewell Raymond of Orange, N. J., who is paying Boston a visit. Mr. Raymond has no use for the average efficiency expert, whom he characterizes as impractical, idealistic and socialistic, forgetting merit and magnifying conditions.

The Springfield Chapter, United States Commercial Travelers' Association, held its largest meeting this week and discussed plans for the annual industrial fair, which begins Saturday and continues through April 4. At that time every traveling man in Western Massachusetts is to be invited to join.

It is expected that considerable glass will enter into the products of the Shepard Manufacturing Co. of Melrose, which was incorporated this week with \$200,000 capital to make gold and silver goods. The incorporators are: Walter L. Shepard, Alphonso A. Wyman, Wilford D. Gray, Mary E. Toury, and Lena M. Campbell.

W. S. Byrnes, small wares buyer at Jordan's, is on his way to Europe.

Under direction of President Leonard, R. H. White Co.'s Mutual Benefit Association has organized a membership campaign, with a view to having every employee of the store join. Prizes are offered for members bringing in the most new names.

There is much interest among the trade in the outcome of the Gilchrist Co.'s bid for the stock of either the Simpson-Crawford Co. or either Siegel's Fourteenth Street Store, New York, several of the Boston company's buyers having spent a part of the week looking over the goods. This was the only local company represented.

The following changes in Siegel Stores have taken place. E. R. Pershing, advertising manager at Simpson-Crawfords is now with W. & A. Bacon Company, Inc. Albert H. Bratt, has become a floor superintendent at Gilchrist's. F. W. Crosby, has been appointed superin-

endent at Bacon's. M. H. Meyer formerly with Siegel stores has gone to the Culbertson-Grote-Rankin Co. of Spokane, Wash., where he is to be merchandise manager.

The Tarentum Glass Co.'s and the Beaver Valley Glass Co.'s lines were displayed here this week by W. H. Brush.

George H. Guest, kitchen furnishings buyer for the Jordan-Marsh Co., has returned from an extended buying trip through Europe. Before sailing for home he met J. Guy Howthorne, the china and glass buyer in Germany. Mr Hawthorne was about starting his trip at that time and will not return for several weeks.

There is a great deal of speculation in the trade as to the policy that will be permanently followed by the Bacon store's china, glass and kitchen furnishings departments and the success that will be attained. The buyer has a reputation for being a keen business man and an able man "on the job" but there is a feeling that he—or any man, for that matter—has been given a very large task in taking these important departments along with several others.

William R. Amidon, foreign buyer for Mitchell, Woodbury Co., has returned from a two months' buying trip to Europe. Frank Biggins, one of the concern's traveling men, is on a trip through Maine.

Visitors in town this week were: W. F. Hallowell, C. T. Sherer Co., Worcester; Mr. Armstrong, of Armstrong's Variety Store, Marlboro; Oscar Davis, J. R. Libby Co., Portland, Me.; Mr. Sturtevant, Forbes & Wallace, Springfield; Mr. Weeks, Weeks Furniture Co., Woonsocket, R. I., Ed. Wilgus, Buffalo Pottery;

Charles E. Archer, Roseville Pottery Co., Zanesville; Frank H. Gallagher, Sterling Glass Co., Cincinnati; Walter T. Wessels, J. H. Venon, New York; F. L. Morecroft, Ideal Cut Glass Co., Syracuse, N. Y.; Warren H. Dunn, Dunn Sales Co.

S. S. Kresge Co. has begun the work of remodeling two three-story buildings in Lowell for a new five and ten-cent store. All three floors and basement will be occupied and both buildings opened up together.

William M. Pingree, agent for the Tajimi Co., is back at his sample rooms after an extended tour of the larger places in New England and Northern New York. He has been away most of the time for several weeks, making only flying visits here. M. A. Fuller, traveling man for the company, still is visiting the smaller towns. At present he is in Northern New England.

H. P. & H. F. Hunt have received new samples of vases, water sets, sugar and creams from the Mortimer Glass Co. and the Westmoreland Specialty Co., the former of Grapevill and the latter of Westmoreland, O., and new pedestals, bases and jugs in green-mat-finish from the Zanesville, Stoneware Co., Zanesville, O., as well as new vases from the Lancaster (O.) Glass Co.

Application has been made to the United States District Court on behalf of the receivers of "Everybody Store Inc." for leave to pay a dividend of fifty-five per cent to unsecured creditors.

W. & A. Bacon, Inc., has arranged for a twenty-year lease of the Siegel store at a total rental of \$5875,000. The site of this store cost \$4,030,000 and building \$2,504,000.



CUT GLASS DEPARTMENT OF THE KAUFMANN & BAER CO.'S NEW STORE, PITTSBURGH

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday

BY

WHITTEMORE & JAKUES, INC.,

92 West Broadway, New York.

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TEL. 5086 BARCLAY.**SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:**

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MARCH 26, 1914.

AFTER THE DELUGE—WHAT?

FOR several years there has been a big demand for dinnerware, both in regular sets and open stock patterns, particularly the latter. There have been such a deluge of orders for this kind of ware that many European factories that made only fancy goods have recently added tableware. They were in a measure obliged to do this as the American demand for ornamental ware had fallen to such a low ebb that to retain this market they had to change their product.

In consequence, there is a supply fully up to the demand for this ware as far as imported goods are concerned. It appears, however, that the domestic potteries are not keeping up with the demand for this class of goods. Complaint is continually being made that the American potteries are slow in shipping and that it takes almost as long to get goods from them as it does from Europe. But this demand can not go on like this forever. The time is about to come when the house holders will be so well supplied that there will be a marked falling off in the call for dinnerware. Matchings will always be wanted but it is very evident that even with the increase of population it will be hard to maintain a market for full dinner sets. After the deluge—what? With the continual increase of and additions to potteries something will have to be done to keep them going, when as it is expected the country will be practically supplied with dinnerware. Some of the far seeing men in the trade are already asking the question. They see how enormous has been the increase in the output of tableware and can see that some-

thing new must be made or that some method must be evolved to increase the sale of other kinds of pottery.

Dinner sets, as is commonly meant, is the set one hundred to one hundred and twenty-five pieces generally one hundred pieces. It has become the custom to make up a combination of the most useful pieces to equal that number, and when advertised by retailers it is generally understood that the set consists of one hundred pieces unless it is specified differently.

The sales people, who as a rule are content to sell the sets as made up, do not bother to urge buyers to increase the number of pieces. There are many articles not strictly belonging to the set which could be added with advantage both to buyer and seller. The buyer would get articles which would be very useful to them and the merchant would increase his revenue and in turn the potteries would get more business.

The suggestion is made that the usual combination be increased by the addition of other pieces.

Hundreds of articles are made which the ordinary consumer knows nothing about. They do not know their names or their uses as is evidenced every day at any retail store. If these wares were put more prominently before the buying public it would soon have its effect. The merchant would have to get out of the rut of selling one hundred piece dinner sets and lay in a small stock of these other articles. Manufacturers too would be obliged to design attractive small wares which could be used on the dinner table.

Perhaps there will be a return to ornamental goods. The world moves in cycles and in time may come back to using more bric-a-brac.

PERSONAL.

AMONG the passengers on the Imperator arriving from Europe last week were Louis Hallenthal, of the Bon Marche, Seattle, with his bride whom he married in Berlin a few weeks ago. Although Mrs. Hallenthal had never been to sea before she proved a fine sailor, never losing a meal. She was considered the prettiest lady on board.



Charles E. Cardon left last Saturday with lines of French, Austrian and Swedish china and glass from J. H. Venon. He goes through the Middlewest making Louisville, Ky., his first stop.



Robert A. Near, formerly hotel department manager for Higgins & Seiter, has been engaged by the Roseville Pottery to canvass the Metropolitan District under the direction of W. H. Stockdale.



In the picture which we published of the Salesmen at the Monongahela House, March 12, the name of the unidentified man is William Weinert. He was at that

time with Gillinder & Sons, Philadelphia, and is now with Strawbridge & Clothier, Philadelphia.

F. C. Liebhart, Chicago representative of the Strobel & Wilken Co., will return home the latter part of the week.

A. Jasman and A. P. Averill, with Meier & Frank, Portland, Ore., were in the District this week on their way home from Europe.

A. H. Sharpe, Buffalo representative of the Fostoria Glass Co., has been in New York calling on his old friends.

Mr. Van Roden and son, of Wright, Tyndale & Van Roden, Philadelphia, were in New York last Saturday.

O. H. Sebring, of Sebring, O., it is said, contemplates making his winter home hereafter at Miami, Fla. He has just made a short visit to Sebring, but will return South to join his family in a few days.

John P. Hackenberg, proprietor of an old established china and glassware store at Milton, Pa., intends to open a lighting glassware department and has been here for several days purchasing his initial stock in that line.

Justin Tharaud is exhibiting his lines at the Parker House, Boston, this week. He will return here over Sunday and spend next week in and about Philadelphia.

Robert E. Handlin, Syracuse, was one of the buyers of lighting glassware to visit the market this week. Mr. Handlin has secured a number of large contracts for supplying lighting equipment and was placing orders for these as well as doing his regular buying.

Harry Moskovitz, who was buyer for the Simpson-Crawford Co., is now looking for a desirable connection with some concern in the same capacity.

W. W. Covell, with Wm. K. Covell, Newport, R. I., was placing orders in the District this week preparatory to the opening of their busy season which begins with the first sign of spring weather.

James Matthews, oldest son of the late J. D. Matthews, of Brooklyn, celebrated his seventy-fifth birthday on Wednesday. Mr. Matthews entered his father's store when he was fourteen years old and has remained continuously since that time.

Simon Roth has been appointed buyer for the new Rothenburg venture. L. A. Price is president of this concern and has done quick work in taking over the business from Henry Siegel. The dry goods end opened on Monday, but the crockery department will not be in shape until about the first of May. Mr. Roth

says that the housefurnishing end will be largely extended and the crockery and glass end curtailed but he is buying now for both departments.

J. Celson, who has been employed by Bawo & Dotter in the office and later as an inside salesman for the past eight years, will be sent on the road for the concern starting on his first trip next week. He will cover Long Island and part of New York State.

Emil C. Bronnum, the general representative for the Royal Copenhagen Porcelain Co., left last week for a trip through the principal cities of the East, his trip will take him as far West as Chicago.

B. Schneider, general director of Max Kray & Co., large manufacturers of lighting glassware, Berlin, Germany, arrived here last week, to confer with B. Tomby, who was recently appointed the American representative for the concern.

T. G. Ogawa, of Takito, Ogawa & Co., was in New York this week conferring with Cox & Lafferty, the New York agents. Mr. Ogawa has been in Japan for nearly a year and arrived home last week, and after spending a day in Chicago came on East.

John K. Sague was nominated on Wednesday by President Wilson to be appraiser of the port of New York. He was formerly Mayor of the city of Poughkeepsie, where he has his residence.

E. A. Lindsay, who is in charge of the shipping department for T. B. Clark & Co., Honesdale, Pa., is a well known poultry fancier, and has just sent a photograph to the Cox & Lafferty office of one of his prize black Orpingtons, which is certainly a fine specimen and much admired by all who have seen it. Mr. Lindsay is the proud possessor of a number of prize winners.

Reuben Haley, designer for the United States Glass Co., who makes his headquarters at the Pittsburgh factory, left for home on Tuesday after spending several days here consulting with the New York sales manager Ed. Craig. He also visited the Boston office while away. Frank Freese, commercial manager of the same concern, also spent all last week here.

H. B. Duncan, of the Duncan & Miller Glass Co., Washington, Pa., spent Wednesday and Thursday at the New York office conferring with the local sales manager Paul Joseph. He was accompanied on his trip by Mrs. Duncan and two daughters.

E. Torlotting, the American representative for the St. Louis Crystal Glass Co., leaves next week for a three week's trip which will take him to most of the principal eastern cities. He will return on or before April 15, at which time he expects to begin moving his stock to his new uptown quarters.

AFFAIRS OF HENRY SIEGEL.

ACCORDING to schedule, bids for the assets of the Siegel Stores Corporation were opened in the rooms of the Merchants Association on Tuesday. A new proposition was made by the attorney for Siegel, to the effect that they would settle with the creditors on the basis of twenty per cent in cash and eighty per cent in notes, and continue the business of the different organizations provided that the settlement include the release and discharge of the Henry Siegel and Frank E. Vogel claims as individuals against the various corporations. The total amount of the bids for the assets of the Simpson-Crawford Co., Fourteenth Street Store, Merchant's Express Co. and Henry Siegel & Co., wholesale, were less than \$900,000.

The bid of E. D. & J. D. Stein of \$45,000 for the assets of the Merchants' Express Co. was accepted as was the bid of Gimbel Bros., \$387,000 for the merchandise of the Simpson-Crawford Co. O'Neil-Adams Co. bid \$231,000 for the accounts receivable of the Simpson-Crawford Co. No decision was announced on this. John Claflin said, however, that if the reorganization plan was accepted by the court, O'Neil-Adams Co. would transfer the accounts to the new company at the same figure for which they were bid in. In that case, too, E. D. & J. D. Stein's bid on the Merchants Express Co.'s assets and Gimbel Bros.' bid will be rejected.

Steinfeld & Co. bid \$170,501 for the stock of the Fourteenth Street Store, decision on which was reserved. The bid of Van Praag & Co. of \$15,000 for the Simpson-Crawford fixtures was rejected, although the only one for the parcel. Decision was reserved also on Joseph Feldstein's bid of \$27,500 for the Fourteenth Street Store's fixtures. Karp Bros.' bid \$185,500 for the merchandise and fixtures of the Fourteenth Street Store, but it was rejected because the individual bids were higher. A bid of William L. Gibney of \$9,000 for the accounts receivable of latter store was rejected.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

- E H Wade, hf, t, W M Whitney & Co, Albany. 41 Union sq.
- G C Tonolla, hf, t, A Eisenberg, Baltimore. Pierre-pont.
- P Schaeffer, hf, c, Adam Meldrum & Anderson Co, Buffalo. 2 Walker.
- J H Reese, c, g, Hager & Bro, Lancaster, Pa. 75 Spring.
- J A Keller, hf, c, t, Denholm & McKay Co, Worcester, Mass. 2 Walker.
- Mr Wey and Mr Percy, Dobbs & Wey Co, Atlanta, Ga.
- J R Artherholt, Erie, Pa. Herald sq.
- A J Parish, E B Taylor Co, Richmond. York.
- F W Sanders, Little Rock, Ark. Herald sq.

- J F Dunn, Addison & Dunn, Baltimore. Herald sq.
- I E Fronani, c, g, Woodward & Lothrop, Washington D C. 334 Fourth ave.
- J F Brosseau, hf, s, E Malley Co, New Haven. 32 Church.
- A J Kline, hf, Dives Pomeroy & Stewart, Harrisburg Pa. 2 Walker.
- Mr McCaghey, Thomas Co, Quebec, Can.
- W Waldo-f, hf, Hochschild, Kohn & Co, Baltimore 220 Fifth ave.
- F M Taylor, hf, Maison Blanche Co, New Orleans 114 Fifth ave.

AT PITTSBURGH

"WE have had an excellent trade every day since the new store has been opened," declared L. C. Moses, of the china and glass department of the new Kaufman & Baer Department store to a representative of this journal. "Our line of studio hand-painted china vases and art pieces have had an excellent sale."

* *

Charles Weisse, showing a line of French china for Wm. Guerin, spent several days in the district last week.

* *

Mr. Condit, showing toys from the Mysto-Mystic Mfg. Co. had a large display here a few days ago.

* *

Cecil E. Taylor, representing the Taylor, Smith & Taylor Pottery Co., of Chester, W. Va., was showing the lines of this firm at the Ft. Pitt last week.

* *

Lines of the Warwick China Co., of Wheeling, W. Va., were shown here at the Hotel Henry last week by Mr. Royce. While here he secured the order for the Produce Exchange Club dinner service.

* *

A. Herr, at the Hotel Anderson with the Bawo & Dotter lines, reports a good volume of business.

* *

Charles Israel, representing the Meriden Cut Glass Co., of Meriden, Conn., made the usual spring stop in the district this week, during which time he showed a number of new pieces in cut glass.

* *

Thomas H. Butcher, with the Central Glass Co., Wheeling, W. Va., was in this district during the early part of the week.

* *

J. F. Daley, with the Brush-McCoy Pottery Co., of Zanesville, O., was at the Ft. Pitt this week, it being his first visit here since the January exhibit. "Business has been exceptionally good all along the line," said Mr. Daley, when seen by the Journal.

* *

Mr. S. Benford, showing the cut glass lines of E. F. Kupfer, Inc., Brooklyn, N. Y., arrived in the district Wednesday.

* *

Mr. Phillips with the Bloch Light Co., was visiting the department store trade here, during the week.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity While there was no sounding trumpets at the time, there was a slight advance in the selling price of some domestic pottery items not long ago, varying from five to seven and one-half per cent. Buyers were notified at the time, and while there has always been a "kick" registered whenever lists were increased, none were heard of in this instance.

Anent the advancing of some pottery lists, the cause is simple. Last summer the warehouse girls, struck for an advance in wages, in one small pottery this amounted to 39 cents per diem per girl, or over \$8,000 per annum. On top of this the price of gas for fuel went up. China clay is being sold on a higher basis than is Cobalt. Here and there other raw materials have also been increased, and the manufacturer has to pay these new prices or else stop operating.

On account of the increased business being offered the firm, which is admitted to be the heaviest since it was formed, the Smith-Phillips China Co., plan to double the capacity of their pottery at once. An addition will be built to the plant covering 30 by 100 feet which will be used as a power plant and mold making department. An additional glaze kiln will also be built.

A report is in circulation here that the East Palestine, (O.) pottery which was destroyed by fire several years ago will be rebuilt ere long by W. S. George.

There appears to be a scarcity of labor in some departments of the local potteries. It is no trouble for a "batter-out," or a decorator to secure employment hereabouts.

As exclusively announced in this journal recently, a week's course in the study of ceramics was given in Ford's Hall at the Ohio State University, Columbus, O., starting last Monday. In all twenty-one lectures of 1½-hours each were given.

A dozen mold makers have been put to work in the Kittanning, Pa., pottery which has just been taken

over by Will S. George, of the W. S. George Pottery Co., of East Palestine, O.

T. V. Milligan made a strenuous denial to this journal that he was forming a company to take over the Globe pottery and place it on the sanitary list.

Pottery manufacturers here whose plants are located along the river are breathing easier now, indications are that there will be no flood this spring. A few warm days caused the snow in the Allegheny and Monongahela water sheds to melt, the absence of rain, however, caused only a moderate stage to be registered in the Ohio river.

"We are crowded with business, and are operating to capacity declared W. E. McConnell of the Ohio China Co., to a representative of this journal last week. "Orders are coming in from every section."

The Quality Stamp Co., whose main plant is in city, this is marking a feature of forwarding all orders 24-hours after their receipt. The concern is featuring decorative border and name stamps for both the pottery and glass trade.

The American Stamp and Enameling Co. at a recent meeting decided to start at once the erection of a new plant at Massillon, O. The plant will be 460 feet by 580, one-story and fireproof. Sixteen of the largest muffle furnaces known will be installed in the enameling department.

The University of Pittsburgh, at Pittsburgh, Pa., will open two classes for the study of pottery and ceramics, March 30. In one class a six weeks course is offered, under the direction of Prof. L. L. Winslow.

The Crooksville China Co. is operating their plant to full capacity. Contract has been let and work begun on one new bisque kiln. The sagger shop has been enlarged, and some further extensions will be made to the warehouse. These improvements have been

for 75 to 100 frames, the handling of glass from storing blanks to the finishing of the product can be done on one floor.

IMPORTERS ORGANIZE.

THE American Importers' Association, U. S. A., Inc., recently organized as a membership corporation under the laws of the State of New York, yesterday, through its counsel, Ex-Judge Thaddeus S. Sharrette, gave out a prospectus setting forth the aims of the new association, which will be to organize importers in all sections of the country in defense of their rights, and to co-operate with the Treasury Department in the elimination of undervaluations and fraud in the import business. Henry D. Cooper, of James F. White & Co., linen importers of this city, has been chosen president and among the promoters of the association are Lee Kohns, of L. Straus & Sons; Max Neuburger, of Neuburger & Co.; Albert Lorsch, of Albert Lorsch & Co., and Robert T. Fox.

It is proposed to investigate, and act upon, with the united aid of its members, any unfair action taken in respect to any member of the association under the tariff act, and the administrative sections thereof, and to secure for its members, individually and collectively, fair, impartial and just administration of the provisions of the law, both with respect to reappraisal and classification cases.

The prospectus makes it plain that the association will endeavor to clear up prejudice against importers whether existing in the Treasury Department or in Congress.

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CROCKERY and GLASS JOURNAL

NEW YORK, APRIL 2, 1914.

THE CONDITION OF BUSINESS.

New York Very little change is noticed in the condition of business this week over last.

The Easter lull continues, bad weather contributing to the general depression. This state of things causes no particular alarm although it is not pleasant to the trade. Though this condition has existed at this time of year as far back as one can remember, yet when it comes it always feels as if it were exceptional.

The first quarter of the year is past and sums up fair. The early buying was good; the wholesalers taking more goods than usual. Since the first of March trade has not been as good as was expected and the percentage of increase over last year noted a month ago, has been depressed by the decrease during the last thirty days. The local department stores have largely assisted in reducing this percentage. Their purchases so far have been comparatively light. What they bought for special sales cannot be counted on the import side of the question and is not good business in as much as most of their purchases were at reduced rates as is always the rule. During the import season it has been customary for many buyers to take goods from stock at the same time that they were buying in for the future. From all accounts this class of buying has been small this year, despite the fact that stocks are low in the hands of retailers. In point of fact stocks are low everywhere and the number and quantity of close-outs usually offered at this time of the year are far below the average. The buyers depending on "jobs," are likely to be disappointed. About the only things in sight are those open stock patterns which importers will discontinue.

The Metropolitan market has been quiet during the week although there has been a slightly better demand for glass from the manufacturers' agents. Representatives of the potteries have booked some orders and a few large import orders were placed, but business lacks snap. Our reports from the factories are to the effect that there is a slight revival for glass and the potteries still report good business. The volume of business offered to the American potters is a matter of amazement, not only to themselves, but everybody else in the face of the general conditions of the country, but of course it is all the more gratifying to the manufacturers.

Retail trade in and around New York is unmistakably dull. The use for pottery and glass for Easter gifts seem to have fallen off. Time was when a good business in this direction was a matter of course, but the absolute necessity—as it would seem, that milady must have a new bonnet and a new gown for Easter, apparently takes all the spare cash. Bad weather throughout the country with heavy floods in some sections has had a depressing effect on country retail trade and until the snow melts, and the roads dry up not much can be expected in sections where there is snow. Even in the South which earlier in the season reported balmy air and spring weather, succeeding cold rains have materially interfered with traffic. In two or three weeks the weather will be settled and it is confidently hoped that the belated buying will be done. An average business is possible, provided retailers will have the goods to sell. It is certainly impossible to do business without a stock of crockery and glass.

Pittsburgh and Vicinity

More or less apathy continues to exist in the glass business in this district. That there is indecision when it comes to placing orders, is not denied. Exports of glass into Mexico are falling off. There is a fair demand for decorated specialties and enameled ware. Table ware is still a little slow.

East Liverpool and Vicinity

An annual activity is noticeable in the western pottery district this week. Every department is running to capacity. A shortage of workmen is noticed here and there. The capacity of some plants is being increased. Indications are that the domestic pottery business will be active throughout the year.

AT CHICAGO.

THE Chicago Association of China, Glass and Allied Trades will have their last meeting of the season on April 17th at the Hotel Sherman. This is to be a ladies' night, and there will be a dance and special entertainment. A very enjoyable evening is anticipated. Walter G. Minnemeyer was appointed special chairman in charge of the arrangements for the occasion.

Edward Butler, of Fondeville & Van Iderstine, is at the Palmer House with a large line of his firm's samples. Mr. Fondeville accompanied Mr. Butler to Chicago last week, but has now returned East.

H. S. Anderson has resigned from the employ of Albert Pick & Co., the resignation taking place April 1. Mr. Anderson is now city and suburban salesman for G. W. Milligan, of Chicago, representing the Frontier Cut Glass Co. He has lately received several items of the new Japanese Rose cut glass pattern and the complete line will be out in a few weeks. A copyright for the Japanese Rose pattern has been applied for. C. D. Claribut has been engaged to travel west for the company.

Dave Saunders, crockery and glass buyer for Mandel Bros., is expected to return from Europe about April 8th.

The "Annual Novelty Fair" for the display of holiday articles will be held at the Palmer House during the month of April. Many representatives of manufacturing houses have already arrived, and are establishing themselves for the display of their lines. It is estimated that over 100 factory lines will be shown.

Harry M. Hollender, crockery and glassware buyer for Siegel Cooper Co. has resigned his position with that firm, but will remain with them till about the middle of April. On April 20th Mr. Hollender is due in Boston

to take up his duties as buyer for the W. & A. Bacon Co., successor of the Henry Siegel Store. Mr. Hollender will buy housefurnishings, trunks, bags, baby carriages, and go-carts, as well as the crockery and glass lines. He organized these departments eight years ago. Mr. Hollender has made a most creditable record in Chicago.

A. M. Nordland, new buyer for Hillman's house-furnishing department, has made many changes and improvements in this department.

E. P. Mitchell, secretary of the St. Charles Electric Fixture Mfg. Co., of St. Charles, Ill., has returned home after a long and successful trip through the east.

A recent innovation in the crockery and glassware department of Siegel, Cooper Co. is an artistic display of linen flowers shown in pretty bowls and jardinières. This store reports an unusually good demand for white-lined brown cooking ware. In a few days they will have doubled their stock of gas and electric light fixtures, having added many new lines.

V. S. Johnson, president of the Mantel Lamp Co., of Chicago, has just returned from an eastern trip. While east Mr. Johnson visited the factory of the Pittsburgh Lamp, Brass and Glass Co. and also the Plume & Atwood Mfg. plant at Waterbury, Conn.

Walter Jones and Sam Fraser, both traveling from the Pittsburgh office of the United States Glass Co., recently passed through Chicago on their way home after an extended trip through the Middle West. The Chicago office of the United States Glass Co. is now displaying a new and attractive line in the plate Viola pattern, and the new "Common-sense-edge-Tumblers."

Among the Chicago visitors last week were: R. O. Fritz, with the Bunting Stone Hardware Co., Kansas City; J. A. Malhoit, Marquette, Mich.; C. W. Wickman, Mackinac Island, Mich.; T. A. McNicols and W. C. Brown, with Potters' Co-operative Co., East Liverpool, O.; A. P. McPherson, with Knowles, Taylor & Knowles Co., East Liverpool, O. and E. B. Hill, with A. H. Heisey & Co.

TRADE TIPS.

A BUSINESS firm in Canada, which furnishes bank reference, informs an American consular officer that it desires to be put in touch with American manufacturers of incandescent lamps, with a view of securing the exclusive agency for British Columbia. No. 12596.

For further information refer to file number, and address Bureau of Foreign and Domestic Commerce, Washington, D. C.

THE METROPOLITAN MARKET

Fondeville & Van Iderstine, are installed in their new warerooms at 85 Fifth avenue, corner of Sixteenth street. The new place has been very handsomely fitted up and newly decorated, the general motif being a soft sage green, the new tables and fixtures are in green oak for the pottery, and ebony for the glass. Everything is neat, unobtrusive but rich and elegant. Many new goods will be shown for the first time in the new surroundings.

Collector Malone announced last Saturday that he had received several complaints from business men throughout the city, who have been asked to contribute funds for what has been termed the Federal Employees' Association, represented to be made up of customs employees at this port. On investigation the Collector found that the soliciting had been done by impostors, and warns the public against the collectors. Mr. Malone said yesterday that he would welcome information from merchants leading to the apprehension of the solicitors.

Joseph Burrough shows a full line of vacuum jars, bottles and carafes from the Vacuum Specialty Co. The increased use of these bottles show how much they are appreciated.

B. F. Drakenfeld & Co have just put a new portable rotary color grinder for colors and gold, on the market. It is made of porcelain, holding about one quart and upwards mounted on a cast iron frame, is neat and compact and will be a very useful machine for decorating shops. It is sold at prices ranging from \$10 to \$100.

The "Magna Charta"—a new floral pattern—has just arrived from the factory of T. B. Clark Cut Glass Co. and is now being displayed by Cox & Laferty, their local representatives. It is an original arrangement that is quite out-of-the-ordinary and justly deserves the attention it is attracting. They are also showing some pretty patterns in the Lotus Cut Glass Co.'s display of light cuttings and among them is the "Astor" which has been retained from last season as it has proved too popular to discontinue, in fact the de-

mand for it has been so great, that the line has been considerably increased.

The Krantz & Sell Co., Honesdale, Pa., the well-known cut glass manufacturers, who are represented here by W. D. Finke, are sending out their annual catalogue to the trade which shows a wonderful assortment of the latest specials and novelties in a myriad of different patterns. This includes, of course, the beautiful new "Eminence" and Ontario" designs.

Immediate needs in blue and white Japanese china, which is always in great demand for summer use, can be most satisfactorily met at Morimura Bros., where they are showing an excellent assortment of tableware that surpasses all their previous exhibits in this line. Another good spring and summer seller is the bamboo ware, this, too, is shown in a great variety of articles including flower baskets, and vases in fantastic shapes and in all sizes. Both these lines are carried in stock.

W. A. Demorest has taken on a line of metal novelties that show some cleverly conceived ideas in numerous small articles. Conspicuous among them is a tiny match safe with an attractive emblem.

An application for an order authorizing the Greenhut-Siegel-Cooper Co., to change its corporate name to the "J. B. Greenhut Co., Inc., will be made in the Supreme Court on April 13. A notice to that effect, signed by J. B. Greenhut, President of the Greenhut-Siegel-Cooper Co., was filed yesterday in the Supreme Court.

The United States Glass Co., is having splendid success with its line of plain optic glassware known as No. 51. The graceful shapes are a special feature and they show excellent taste throughout.

An attractive specialty that has just been brought out by the Central Glass Works and is now being exhibited by A. P. Doctor, the local salesman, is a

covered jug that is intended for serving beer, but there are many other uses it could be put to as well. They are called "Bucket of Beer," and are made in three sizes, a pint, quart and two quarts. The design is Colonial with a metal cover that will retain its brilliancy indefinitely.

There is always something new to be seen at the salesrooms of A. Gredelue, the American representative for Baccarat glassware. The display embraces the very latest ideas in table glassware and specialties. Mr. Gredelue is a designer of unusual ability and originality as is shown in some of the concerns best patterns which he is responsible for.

One of the 1914 patterns brought out by Bryce Bros. Co., which is being shown by J. D. Dithridge, that is fast becoming a big favorite is a dainty Daisy pattern, in a light cutting in a combination dull and polished finish. It is shown in a full line of stemware, tumblers, jugs, decanters, plates, bowls, sugar and creams and baskets.

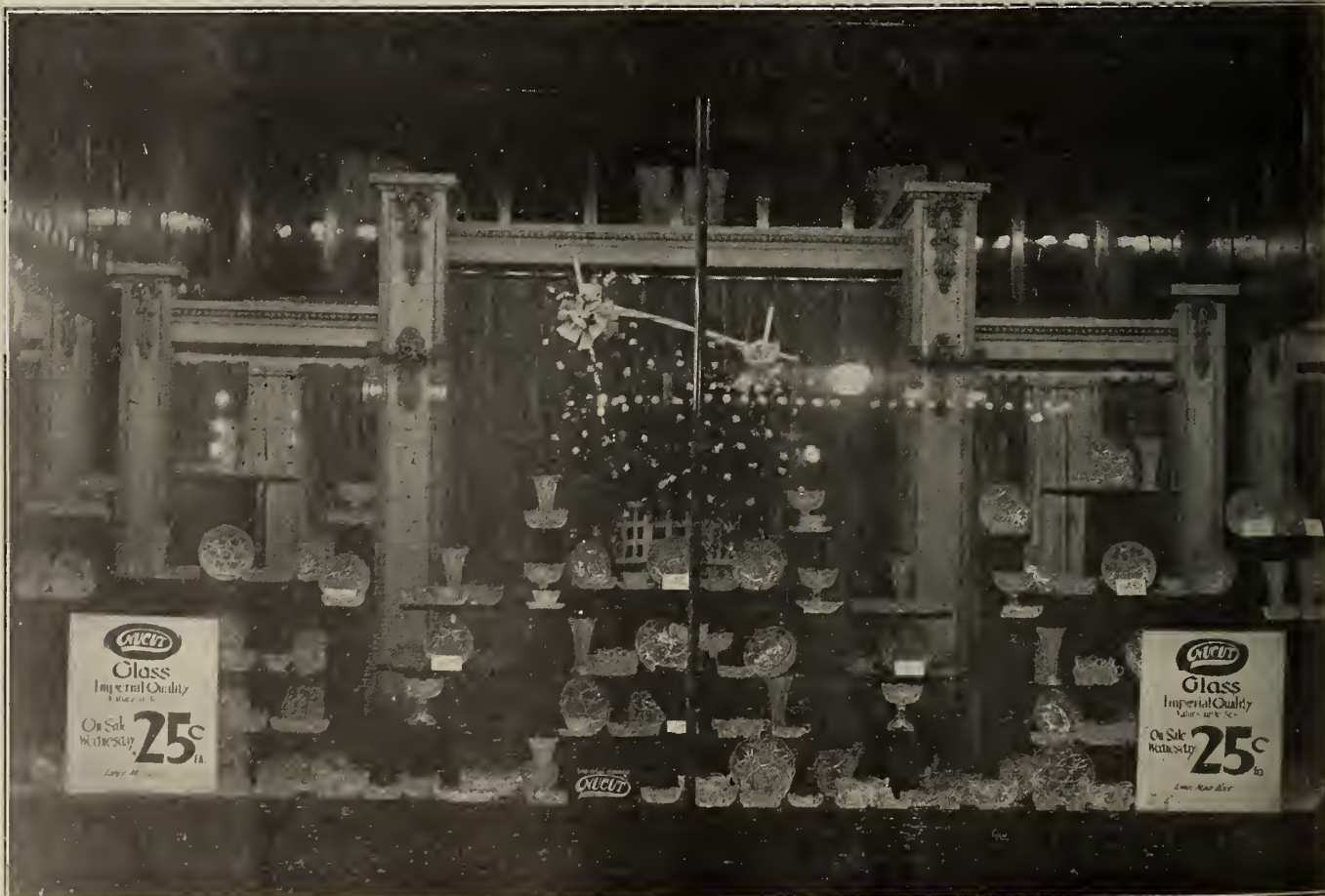
On another page the Haviland & Abbot Co. offer inducements to prospective buyers which they cannot afford to neglect. Just what these are can be better understood if the advertisement is read. It is not necessary to set forth at length the merits of their wares as they are too well known. Buyers in need of stock will naturally avail themselves of their offer.

CERAMIC LECTURES IN CURTIS HIGH SCHOOL.

THE lecture on Ceramics in the Curtis High School, which was inspired of our last Holiday Number, was such a great success that J. P. Carney, the lecturer, has delivered it outside of the school three times, in churches and halls. In addition to stereopticon views and text taken from the CROCKERY AND GLASS JOURNAL, he added much matter of his own and showed samples of various wares from Minton, Doultton, Rookwood and others. He is now preparing another lecture and will again draw on our Holiday Number.

TO DEVELOP KAOLIN LANDS.

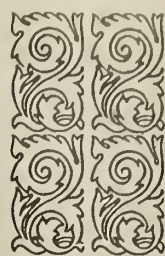
THE character of the Uvalde and Northern Railway Co., with headquarters at Barksdale, Texas, has been filed at Austin. The road will be controlled by the United Timber and Kaolin Association, which controls 700 acres of Kaolin lands at Camp Wood Creek where a town will be built and a mill erected to grind 200 tons a day of the clay. The railroad will be eventually extended to San Angelo, according to R. C. Walker, of Austin. All of the capital stock has been subscribed and 5 per cent paid in. The incorporators are: L. J. Smith and E. H. McVey, of Kansas City; J. Wardlow, Sonora, Tex.; Fred C. Adams, Will Morris, W. F. Brice, J. J. Ford, S. P. Skinner and Sidney Turner of San Antonio, and R. C. Walker of Austin.



WINDOW DISPLAY OF "NEWCUT" IMPERIAL GLASS AT MEIER & FRANKS, PORTLAND, ORE.

Illuminating Devices.

Hanging, Stand and Portable Lamps; Light-
ing Glassware, indirect and semi-indirect;
Domes, Shades, etc.



BUSINESS in the portable lamp and illuminating glassware lines begin to show signs of considerably more life than a few weeks ago both locally and on the road, and the general impression among the manufacturers and agents is that it is the beginning of a busy spring



BY THE PITTSBURGH LAMP, BRASS AND GLASS CO.

and summer season for them. Many of the concerns are just bringing out their new designs and even the buyers who actually were in need of goods have only been buying enough to carry them along, until they could see all that was new in the market. Now, that that time is close at hand it undoubtedly will have a tendency to increase the number of buyers as well as the size of their orders.

Joseph E. Freschie has received some unique bowls for indirect lighting that are different from anything they have yet made. It is called "Ecrú tint etched L," made in sizes ranging from twelve to twenty inches. It is in amber glass in panels with straight lines, pretty designs, showing through the color. Another is a "Cameo etched L," same sizes and a solid amber called "Amberlite." These with a line of white "Delica" are all in old English style. They have a turned edge

and are designed to be hung by a new hook which the concern has just patented by the use of which they are enabled to dispense with the brass rings ordinarily used in hanging dome shades. This hook is a very clever device and is made in a variety of finishes of brass, gold plated, silver, etc., and will be a welcome addition to lighting devices.

L. D. Bloch & Co. are making an unusually good display of marble semi-indirect lighting globes, electric portable and floor lamps in marble. They are devoting a large space to this class of goods, having materially extended their lines this season. In their ceiling lights they show everything from the cheapest up to very expensive ones, in all sizes. Their floor lamps are exceptional, all of them being artistic and beautifully carved. These goods are all cut from solid blocks of marble and are well-designed and finely-executed. They are well displayed as are all the goods in their new warerooms, which by the way are receiving much favorable comment by visiting buyers.

A line of illuminating glassware that is causing much favorable comment in the trade is the display from the Max Kray & Co. factory, Berlin, now being



BY THE BRADLEY & HUBBARD MFG. CO.

made by B. Tomby, who was recently appointed the American representative for the concern. The glassware is known as "Onyxite," is of a particularly fine

quality and finish and shows many new effects in semi-indirect bowls shower shades, etc., that have not heretofore been shown in this country, it has the added attraction of being moderate in price. Especially noteworthy are innumerable finely etched patterns including some classic designs in exquisite colorings, such as violet, turquoise, amber, etc. Other items of interest are some wonderful imitations of marble and alabaster. Included also is a complete showing of plain glass globes, etc. in standard shapes for gas.

Malone & Nicholson are showing a novelty in the lighting glassware line from the Eagle Glass and Mfg. Co. that gives great promise of becoming very popular in the trade. It is a line of semi-indirect bowls in all sizes with shower shades to match in an attractive square shape, with paneled effect that is very artistic. They are shown in the "Italo" glass in several delicate shades, among which can be found something to match or harmonize with almost any color scheme.

IN RECORD TIME.

LAST month we published the story of the unique idea evolved by "Barton's" department store, in Manchester, N. H., who, having lost their building by fire on January 29, applied for and obtained permission



to erect a temporary building on the "Common" or public park of that city. They put up a one-story structure covering a space 96 feet front and 220 feet deep in just thirteen days, and on March 12 opened for business, completely stocked with new goods. A view of the building, and of the china and glass department, is shown here.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of January, 1914, compared with the same month in the preceding year, were as follows:

	1913	1914
Great Britain.....	\$163,241	\$163,844
Austria.....	49,572	46,650
France.....	153,827	100,386
Germany.....	245,797	253,071
Japan.....	49,677	45,326
Other Countries.....	21,059	21,810
Total.....	683,059	631,087

FOR SEVEN MONTHS ENDING JANUARY.

	1912	1913	1914
Great Britain...	\$1,373,949	\$1,445,530	\$1,462,174
Austria.....	443,430	432,341	455,214
France.....	298,308	986,774	1,072,609
Germany.....	2,822,538	2,628,413	2,713,217
Japan.....	799,548	733,428	875,986
Other Countries	213,924	187,260	218,740
Other Europe..			
Total.....	6,621,697	6,413,746	6,797,940

TOYS

	1913	1914
Germany....	\$273,380	\$265,563
Other Countries.....	84,908	90,193
Total.....	358,288	355,756

FOR SEVEN MONTHS ENDING JANUARY

	1912	1913	1914
Germany.....	\$5,223,872	\$5,223,236	\$5,932,016
Other Countries	602,734	647,642	857,350
Total.....	5,987,606	5,870,878	6,789,366

GLASSWARE

JANUARY		FOR SEVEN MONTHS ENDING JANUARY		
1913	1914	1912	1913	1914
\$190,591	\$226,169	\$1,278,214	\$1,393,819	\$1,416,123

CHINA CLAY.

JANUARY		FOR SEVEN MONTHS ENDING JANUARY		
1913	1914	1912	1913	1914
\$91,697	\$147,931	\$786,141	\$854,313	\$789,940

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

JANUARY		FOR SEVEN MONTHS ENDING JANUARY		
1913	1914	1912	1913	1914
\$80,392	\$60,800	\$421,494	\$369,127	\$464,760

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Following the announcement of the erection of a new furnace by the Phoenix Glass Co., at its Monaca plant, comes the official report from

the offices of the Diamond Glass Co., successors of the Dugan Glass Co., at Indiana, Pa., of the intent of that company to build a new furnace at its plant during the coming summer. Secretary H. Wallace Thomas, of the Diamond Co., declares that everything is running smoothly, and that trade is very good. This firm is having a very satisfactory trade on decorated and Bohemian colored water sets, while its novelty trade is up to normal.

The Lighting Specialties Co., with offices in the Century building here, is the only concern of its kind between New York and Chicago. The office has been established by Harold Kirshberg, for a number of years illuminating engineer for the Pennsylvania Railroad Co.

The United States Glass Co., has just added a line of footed vases to its "Georgian" colonial line, ranging in height from nine to thirty inches. The vase is the latest creation in fine pressed ware, and adds materially to the full line of about sixty pieces, other additions to this line, are hotel and squat shakers, together with a tankard, which presents an optic effect.

D. J. St. Clair, of Steubenville, O., a well known financial man of that city, who is interested in the affairs of the Jefferson Glass Co., of Follansbee, W. Va., is being spoken of as a Congressional candidate for the next Republican nomination in that Ohio district.

Among the buyers visiting the glass market last week, were Louis Fritz of New York, representing Butler Bros., and W. F. Newberry, from the New York offices of the Woolworth syndicate.

The annual meeting of the Glass Workers' Labor organizations, will be held in Atlantic City this year starting July 6. These sessions will be followed by a general wage conference between committees, representing manufacturers and workers. It is not likely

that any other wage conferences will be held in the offices of the Glass Association in the meantime.

The regular floating turns are now being used at the Haskins Glass house at Martins' Ferry, O., owing to the shortage of orders. The day turn men will work the first three days of the week, while the night turn men the last three.

It was said that an effort is now being made to form a glass company, the purpose of which is to manufacture a "chocolate" glass and if used in the manufacture of novelties and special pieces, it would approximate the success of the iridescent when that line was first placed on the market.

Those glass manufacturers who make a specialty of packers' goods, have taken the matter up of having displays at the various conventions of the packers' trade.

President Nicholas Kopp, of the Pittsburgh Lamp, Brass and Glass Co., has just received a patent on a hook for ceiling domes. This hook is attracting considerable attention, both among factory assemblers and lighting glassware dealers.

An increased demand has been noted during the last few weeks, among the manufacturers of office specialty glassware.

The Sanitary Glass Milk Bottle Co. which has been organized by W. G. Edmunds, of the Benedum-Trees building, of this city, and Harry Edmunds, of Moundsville, W. Va., contemplate building a plant at Moundsville, to cost \$50,000. The building will be of brick and frame construction, with corrugated iron roofing.

"All lines are having a good movement save glass," declared W. W. Lang, of the local offices of Kinney & Levan.

M. J. Kalligan, Buffalo, sold his half interest in the Buffalo Cut Glass Co.'s factory to Joseph Schmidt, of Buffalo. Mr. Schmidt has also contracted to pur-

chase the other half interest from the estate of Daniel J. McGettigan.

Charles Ellis, who has been at the Colonial-Annex with the George H. Bowman lines, will return here early in May with the full display.

The Queen City Cut Glass Co., Rochester, N. Y., will move to Omaha, Neb.

The Wilkes-Barre Cut Glass Co., Wilkes-Barre, Pa., will move to Slatington, Pa., where they expect to start operations within three weeks, with from fifty to seventy-five employees. The name of the concern will be changed to the Slatington Cut Glass Co.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for two weeks ending March 31, 1914.

ANTWERP

155	packages glassware.....	B Gunthel
39	" earthenware.....	Bawo & Dotter
8	" ".....	J J Hines
29	" ".....	G F Bassett & Co
20	" ".....	Haviland & Co
80	" ".....	L D Bloch & Co
36	" ".....	L Straus & Sons
9	" ".....	Koscherak Bros
10	" ".....	Frank & Co
14	" ".....	Strobel & Wilken Co
70	" ".....	Miscellaneous Orders
84	" toys.....	Geo Borgfeldt & Co
9	" ".....	B Illfelder & Co
27	" ".....	Bawo & Dotter
38	" ".....	Strobel & Wilken Co
13	" ".....	Miscellaneous Orders

BREMEN

2	packages glassware.....	Haviland & Co
7	" ".....	A Steinhart & Bro
4	" ".....	L Straus & Sons
10	" ".....	Samstag & Hilder Bros
6	" ".....	Strobel & Wilken Co
23	" ".....	Miscellaneous Orders
63	" earthenware.....	Geo Borgfeldt & Co
40	" ".....	O Goetz
128	" ".....	Miscellaneous Orders
82	" chinaware.....	Strobel & Wilken Co
78	" toys.....	Geo Borgfeldt & Co
5	" ".....	Samstag & Hilder Bros
42	" ".....	Strobel & Wilken Co
118	" ".....	Miscellaneous Orders

CHRISTIANA

181	packages earthenware.....	Geo Borgfeldt & Co
41	" ".....	Royal Copenhagen Porcelain Co
11	" ".....	Miscellaneous Orders

FIUME

9	packages toys.....	Strobel & Wilken Co
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HAVRE

2	packages chinaware.....	Wm Guerin & Co
311	" ".....	Theodore Haviland & Co
17	" ".....	Bawo & Dotter
20	" ".....	H R Churchill
35	" ".....	Justin Tharaud
2	" ".....	Haviland & Abbot Co
43	" ".....	Miscellaneous Orders

HAMBURG

15	packages glassware.....	L Straus & Sons
18	" ".....	O O Friedlander
1	" ".....	J J Hines
11	" ".....	O Goetz
42	" ".....	Fensterer & Ruhe
8	" ".....	Lazarus & Rosenfeld
13	" ".....	Strobel & Wilken Co
431	" ".....	Miscellaneous Orders
4	" earthenware.....	Herman C Kupper
3	" ".....	B Tomby
68	" ".....	L Straus & Sons
5	" ".....	Koscherak Bros
5	" ".....	W R Noe & Sons
6	" ".....	L D Bloch & Co
1	" ".....	O O Friedlander
3	" ".....	Geo Borgfeldt & Co
16	" ".....	Graham & Zenger
3	" ".....	J Palme
22	" ".....	Strobel & Wilken Co
105	" ".....	Miscellaneous Orders
103	" chinaware.....	Strobel & Wilken Co
8	" ".....	Bawo & Dotter
49	" toys.....	B Illfelder & Co
140	" ".....	Geo Borgfeldt & Co
11	" ".....	F W Woolworth & Co
159	" ".....	Strobel & Wilken Co
323	" ".....	Miscellaneous Orders

LIVERPOOL

29	packages earthenware.....	W S Pitcairn
3	" ".....	Rowland & Marsellus Co
8	" ".....	H C Edmiston
10	" ".....	G F Bassett & Co
12	" ".....	Meakin & Ridgway
18	" ".....	Maddock & Miller
3	" ".....	Strobel & Wilken Co
30	" ".....	Miscellaneous Orders
18	" toys.....	Geo Borgfeldt & Co
5	" ".....	Samstag & Hilder Bros
17	" ".....	A Steinhart & Bro
40	" ".....	Strobel & Wilken Co

LONDON

10	packages toys.....	Strobel & Wilken Co
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ROTTERDAM

106	packages earthenware.....	Geo Borgfeldt & Co
12	" ".....	L D Bloch & Co
10	" ".....	L Straus & Sons
3	" ".....	Fensterer & Ruhe
63	" ".....	Miscellaneous Orders
25	" glassware.....	Fensterer & Ruhe
40	" toys.....	B Illfelder
13	" ".....	Miscellaneous Orders

SOUTHAMPTON

17	packages earthenware.....	H Creange
15	" ".....	A G Moment
34	" ".....	Haviland & Abbot Co
6	" ".....	J H Venon
211	" ".....	Haviland & Co
63	" ".....	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

25	packages earthenware.....	Jones, McDuffee & Stratton Co
35	" ".....	Mitchell Woodbury & Co
33	" ".....	The Rowland & Marsellus Co
3	" ".....	P L Carbone
17	" ".....	American Express Co
4	" ".....	Richard Briggs & Co
6	" ".....	Miscellaneous Orders

MANCHESTER

3	packages earthenware.....	R F Downing & Co
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HAMBURG

25	packages earthenware.....	Jones, McDuffee & Stratton Co
80	"	First National Bank
81	"	L Wolf & Co
28	"	F Behrend & Co
19	"	R F Downing & Co
9	"	L E Knett Apparatus Co
1	"	Richard Briggs Co
158	"	F W Woolworth
279	"	American Express Co
7	"	Patterson, Wylde & Co
28	"	Welsbach Co
96	"	J E Berry
2	"	W N Proctor & Co
4	"	Jordan Marsh Co
1	"	Geo Borgfeldt & Co
25	"	Miscellaneous Orders

ANTWERP

65	packages earthenware.....	Jones, McDuffee & Stratton Co
10	"	American Express Co
1	"	Jordan Marsh Co
17	"	First National Bank

GENOA

5	packages earthenware.....	R F Downing & Co
1	"	C J Pierce & Co
6	"	Stone & Downer Co

CHINA AND JAPAN

20	packages earthenware.....	Jones, McDuffee & Stratton Co
81	"	Miscellaneous Orders

ROTTERDAM

15	packages earthenware.....	Geo B r gfeldt & Co
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BREMEN

1	package earthenware.....	Miscellaneous Orders
11	"	Geo Borgfeldt & Co

SAN FRANCISCO AND THE COAST.

THE principal activity in the crockery and glass business here continues at the import sample rooms. More buyers arrived this week and the trade is very well satisfied with the orders already booked. Import business to date is reported ahead of the corresponding period of last year.

Among the visitors at the local sample rooms the last few days were; B. C. Rohr, Redwood City; Mr. Page, Santa Barbara; Frank Barcroft, Merced; H. W. and M. L. Meyers, Salem, Ore.; A. W. Anderson, Salinas; W. Huber, Onondaga Pottery Co.; F. A. Walker with Weinstock, Lubin & Co., Sacramento, Cal.

Ottenheimer Bros. have just received new samples from the Edwin M. Knowles China Co. which are attracting favorable attention. M. C. Ottenheimer says business for March was rather quiet locally. John A. Sauer is calling on the trade in the Sacramento Valley.

Many new samples were put on display at the local sample rooms of the Pittsburgh Lamp, Brass and Glass Co. recently, including some promising items in illuminating glassware. Two designs in semi-indirect bowls, comprising the ice line, and the new Sheffield shape bowls of Delica white glass, are shown to good advantage.

Sylvester A. Baker, coast representative of the Macbeth-Evans Glass Co., is expected home the end of the week, after a long trip through the northwest, returning via Salt Lake and Denver.

Himmelstern Bros. have received many compliments from visiting buyers the past month upon the arrangement of their display. They have a separate table in the front of the room devoted to each import china line; then a large display of cut glass; next to this a separate compartment devoted to domestic china; another to domestic glassware, and in the rear a special display of toys and dolls.

C. A. Bacon, local representative of the Lancaster Glass Co., received samples recently of that company's new adjustable glass shelf supports, which come in several sizes. He reports some nice orders for the line already.

W. E. Graves, Coast manager for the Pairpoint Corporation, left a few days ago for a three weeks' trip in the northwest.

Geo. A. Boomer, local representative of the Plume & Atwood Mfg. Co. and the American Ring Co., left on a short trip to Seattle, Wash.

Burr W. Freer has just returned to headquarters after spending several weeks in the East, visiting factories which his company represents on the Pacific Coast.

Articles of incorporation have been filed here for the E. H. Forestier Co., with a capital stock of \$20,000, of which \$10,200 has been subscribed. The company will occupy quarters on the second floor of the Jewelers' Building, carrying jewelry and cut glass at retail.

Wm. Mitchell, buyer for the California Notion and Toy Co., returned from New York recently, and L. B. Feigenbaum, of the firm who accompanied him on the trip, is expected home shortly. The company reports large purchases for this year's holiday.

H. J. Gute, coast manager for the Manning-Bowman Co., is en route home from the factory via Salt Lake and Denver, and is due here next week.

The Oriental Store, Inc., has succeeded P. K. Ramswanny in Seattle, Wash.

The Industrial Welfare Commission of Oregon met at Portland a few days ago to discuss the question of graduating the apprentice wage during the first year from \$6, the minimum wage for inexperienced workers, to the \$9.25 a week required by ruling of the commission to be paid at the end of the first year. Mr. Olds, of Olds, Wortman & King, was elected chairman of the mercantile committee, which will further consider the matter. Other firms represented were Woolworth Co., Meier & Frank, Lipman, Wolfe & Co.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, APRIL 2, 1914.

TAKING into account those who will move uptown on the first of May, the District will be divided with 177 firms in crockery, glass and lamps downtown and 76 uptown.

THE Government is now giving the china and earthenware importations separately. For the week ending March 24ult. there were entered at the Port of New York 322 packages of earthenware valued at \$15,153 and 1675 packages of china valued at \$77,475.

THE CLUTTED-UP DESK.

THE average man is careless about his desk, and accumulates a lot of papers that not only make an unsightly litter, but hamper him in his work: Such men always assert that they know just what is there and can put their hand on anything they want. Experience proves otherwise. Nine times out of ten they do not know, and waste valuable time in what often proves unavailing search. Every little while they get a clearing-up fit, and are sometimes astonished at what they discover. Letters that should have been answered long since come to light; memoranda that were of importance weeks ago, but were lost sight of and are now useless; bills that may have since been liquidated; newspaper clippings which were laid aside to be read, but which are of no interest now dusty, ragged-edged papers which were placed there so long ago that the man has forgotten why he kept them.

It is all due to a lack of system. Starting with a clear desk, it is a simple matter to keep it so. When the mail is opened, letters requiring an immediate answer should be put by themselves, and a drawer provided for those that need not or cannot be answered once. All letters and bills should be promptly and properly filed and with the modern cabinets this is the work of but a few minutes.

There is a real cash value to system. Try it, you who have hitherto been unmindful. You will never return to the old loose way.

DISCONTINUE FRENCH CHINA SUITS.

ATTORNEY GENERAL McREYNOLDS, of Washington, and United States District Attorney Marshall, of this city, were in conference last Saturday upon the Limoges china suits. It will be remembered that the Government was suing the French importers for discrepancy in custom duties. After a conference which lasted for a long time and after the two attorneys had gone into the merits of the cases it was determined to discontinue the suits against Porcelains G. D. A., Wm. Guerin & Co., A. G. Moment, Bawo & Dotter, Lanternier & Co. and T. B. Downing & Co. The other suits are still in abeyance. The decrees were entered on Tuesday.

The action of the Government in withdrawing these suits was voluntary after the attention of the authorities was called to them. Under the circumstances the old couplet at once comes to mind:

"If I was so soon to be done for,
Why was I begun for."

PERSONAL.

A WELCOME visitor to New York this week was C. H. Boyer, an old time crockery man of Lexington, Ky., and one who knew the trade from beginning to end. He retired from business twelve years ago and is now operating the "old Lotus Farm," an ancestral estate near Lexington. He was visiting his old friends in the trade in company of H. Chick, who with his wife was buying for the new store of Smith & Chick, Lexington, which they just begun to occupy. As there was nothing left of the old stock they will have to buy everything new. They are stopping at the "Broztell."



Mr. Jones, of the J. & G. Meakin, who has been in this country three weeks, sailed on the Lusitania six o'clock Tuesday night.



Marion G. Bryce, president of the United States Glass Co., spent Friday and Saturday in New York last

week conferring with Ed. Craig, New York representative.



J. M. Walsh, with Louis Wolfe & Co.'s New York store, has gone to Chicago to spend the month of April. Kurt Lutz, Ben Gosh and Arthur Fry, traveling together, left for the Middle West. O. F. Alleman is on his way to the Pacific Coast with the first stop at New Orleans, and J. A. McGuire is on his route which covers New England and New York State.



Joe Moore, who was formerly buyer with E. D. Matthews & Sons, and who has been in Florida, came back to New York the last part of the month.



Arthur J. Bennett, president of the Cambridge Glass Co., was in New York a few days last week to arrange about moving to the Gerken building, which event will take place May 1.



Charles H. Crozier, superintendent of the Delaware Pottery, Trenton, N. J., leaves that position to become superintendent of the Empire Pottery. Last week he was presented with a handsome Masonic emblem by the employees of the pottery as a token of their goodwill. Mr. Crozier has been connected with the Trenton Pottery Co. for past twenty-one years, he has been with the Delaware plant for the past sixteen years.



Leon Sultan, with L. Straus & Sons, will leave Friday night for a trip through Baltimore, Washington, and Pittsburgh circuit. He will be gone about one month.



W. J. Patterson, veteran glass salesman who is with the Star Glass Co., was spending a few days in New York this week.



J. A. Arthur Gauthier, Montreal, Canada, was one of our office callers last week and speaks encouragingly concerning the condition of business.



F. W. Gardner, of the Cut Glass Products Co., was called away last Wednesday by the sudden death of his father at Ionia, Mich. He is expected to return to the New York office the latter part of this week.



T. Downs, Jr., with salesrooms in the Denckla building, Philadelphia, has been appointed by the John Nelson Co. as their representative in the above city and other territory.



Harry Reese, with Vogt & Dose, Walter S. Knowles, showing the Pouyat and Guerin lines, Leonard Stock, with H. C. Kupper, and W. A. Slover, with Haviland Co., were at the Auditorium last week, and Joseph

Hurd, with W. S. Pitcairn, was at the Palmer House, Chicago.



P. LeBerthon is making a trip of several weeks through the Middle West with the Imperial Art Glass Works line of portable lamps.



George Ohl, superintendent of the silver deposit department of the J. D. Bergen Co., spent Saturday at the New York office.



Gaston Weinstein, representing Henry Creange's lines, left last Saturday for an extended trip through the West, making his first stop at Pittsburgh.



Max Schaefer, who has been spending several months in Europe on a buying trip, is expected on the George Washington, which is scheduled to arrive here on Saturday.



J. J. Niland, head of the J. J. Niland Co., spent the latter part of last week in the District buying blanks and conferring with salesmanager Richard Kohn.



The Misses J. & B. MacDougall are in the market placing orders for the W. T. MacDougall Co., Hamilton, Ont., Canada. They report business very good and stated that they were in immediate need of goods. They were delayed on making their trip here this season on account of the illness of their mother.



H. J. Smith, one of the department managers for Cox & Lafferty, returned Tuesday after spending several days with his parents at Johnstown, N. Y.



Harry C. Duryea, who represents the Consolidated Lamp and Glass Co., in southern territory, was married at East Orange on April 2 to a charming young lady of that city.



H. B. Thistle, jr., representing the Cox & Lafferty lines, started Wednesday for a trip through New York State.



A. H. Ledden, representing the Buffalo Pottery Co., spent Monday and Tuesday calling on the trade in Philadelphia and vicinity.



S. G. Pielow, formerly with Higgins & Seiter, has taken a position in the china and glassware department at Stern Bros.



Fernand Desmaison, who has been an inside man at the local office of L. Bernardaud & Co., for the past nine years, sailed for France on the Rochambeau last

Friday to take a position in the export department of the factory at Limoges.



Max Herbert, of the United Cut Glass Co., who has been in Europe, is on his way home. He is a passenger on the George Washington due Saturday.



William Junor, Toronto, Can., arrived in New York on Tuesday for a few days stay. He is at the Seville.

MEMORIAL TO EDGAR W. ABBOT.

AT a special meeting of The Crockery Board of Trade of N. Y., held March 17th, 1914, in honor of the memory of Edgar Wade Abbot, it was ordered that a memorial be prepared and that a copy be presented to the family.

Edgar Wade Abbot, our friend and associate, has passed, and, saddened and with a keen sense of loss, we pause in the conduct of our affairs to honor and pay tribute to his memory.

As a man of business we recognized and esteemed his high character, his conscientiousness, his controlling sense of duty. We admired him for his estimable social qualities; his unfailing courtesy, genial companionship, kind helpfulness; his sincerity and loyalty.

His trustworthiness in business inspired honor and respect; we who had the privilege of his friendship will hold it in affectionate memory.

To those who were dearest to him we tender our sincere sympathy. We sorrow with them but are thankful that we also have in some measure had the joy of his companionship.

BUSINESS BRIEFS.

H. W. Calkins will open a five and ten cent store in Potsdam, N. Y.

* *

The Interstate Stores Co., is to open a five and ten cent store in Salisbury, N. C.

* *

Jacob Greenfield is to erect a large cut glass factory to cost \$7,000, at Suffern, N. Y.

* *

Fire in Durham, N. C., completely destroyed the Rawl's Department store, loss \$40,000 and the Woolworth Co.'s store, loss \$20,000.

* *

The Century Cut Glass Co., of Chicago, Ill., was incorporated with a capital of \$10,000. Incorporators are Joseph Ferdinand, J. B. Beckett and Frank P. Hogan.

* *

The Louis Cohen Department Store, of Hempstead, L. I., was incorporated with a capital of \$40,000. In-

corporators are C. Cohen, L. Cohen and S. Stein, of Hempstead.

* *

Plans have been perfected for the erection of a mammoth department store at F, Thirteenth and C streets northwest, Washington D. C. and will be ready for occupancy in the early fall.

* *

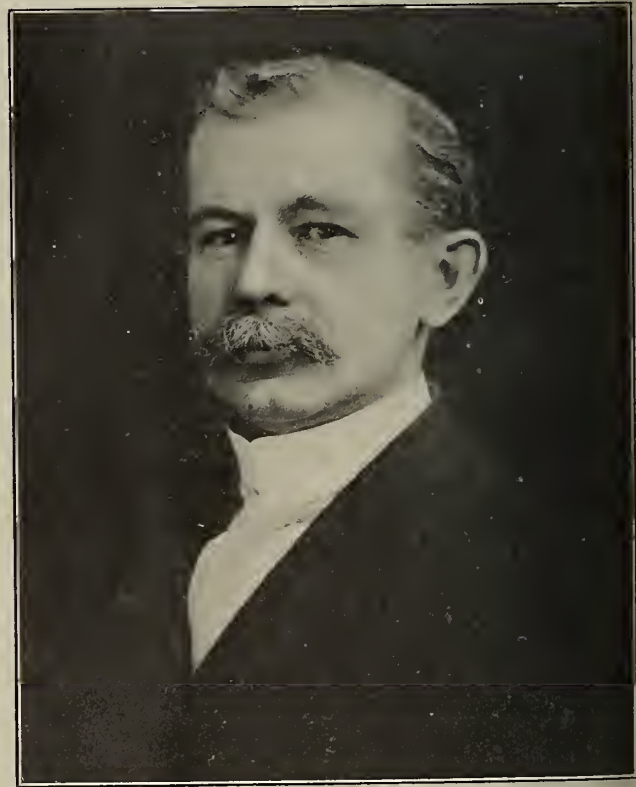
The "Popular" Five and Ten Cent Stores were incorporated to conduct stores in Manhattan; with a capital of \$50,000. Incorporators are S. Wittman, H. Wittman of New York City and J. W. Neuwahl of Stapleton, S. I.

* *

The new store of Smith & Chick, Lexington, Ky., was opened for inspection on March 19. The main room of this store is occupied by the crockery, china and queensware department, the basement for storage and stock purposes.

OBITUARY.

EDMUND J. CONRAD died March 29 of heart disease at his home in Suffern, N. J., aged 53. Mr. Conrad was born in New York and after a short business experience became associated with Herma Trost at 48-50 Murray street in 1878. When Mr. Trost



EDMUND J. CONRAD.

retired from business Mr. Conrad remained with Chas. Ahrenfeld & Sons, who succeeded Mr. Trost and when that firm was succeeded by H. C. Kupper, still retained his position making thirty-six years of continuous service under one roof. He was a confidential man to a three concerns and while small of stature was large of heart and brain. He was a very agreeable man who did not have an enemy in the world, faithful to his en-

oyers, diligent in business and respected by all who knew him. He has been away from business for several months but has kept in touch with the store by frequent visits until about three months ago. He will be much grieved by his companions in business and by a large circle of friends. He leaves a widow, a boy of seventeen and a girl of thirteen. The funeral was held on Tuesday.

The trade will learn with regret of the death of Mrs. Joseph Dohrmann, wife of F. W. Dohrmann, of the Dohrmann Commercial Co., in San Francisco, who passed away on March 25. She was the mother of Mina Dohrmann Pischel, A. B. C. Dohrmann, F. W. Dohrmann, Jr., and the late Dr. Wm. Dohrmann, a native of Germany. She was a very estimable lady and leaves a large circle of friends.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; amp; t, toys; s, silverware.

In addition to those noted under the head of "Personal," the following buyers were reported this week:

F Klemer, t, Besser's, Buffalo. St. Denis.
M Mansfield, Hopkins-Mansfield, Baltimore.
J Wettingill, Cincinnati.
Forbes, Geo B Evans, Philadelphia.
G Fisher, Fisher, Bruce & Co, Philadelpeia.
H Wessel, hf, B Nugent & Bro D G Co, St Louis. 31 Union Square.
L Goodkind, c, g Mannheimer Bros, St Paul. 320 Church.
T Kuhn, c, g, W L Milner & Co, Toledo. 20 W 22.
L Melhorn hf, c, and D S Levy, t, J Goldsmith & Sons Co, Memphis. 148 W 23.
George E Hooley, H & W B Drew Co, Jacksonville, Fla.
W Gremmels, t, J Harne Co, Pittsburgh. 60 W 33.
A Neely, c, g, Boggs & Buhl, Pittsburgh. 37 W 26.

JOTTINGS FROM BOSTON.

On Monday the W. & A. Bacon Co. opened the store formerly occupied by the Henry Siegel Corporation. Addressing the employees Vice-president and general manager Kerry sounded the key note of the new managements policy "the Critical eye of Boston shoppers must be met, this means" "Service" at its highest efficiency" your reward will be prompt and substantial.

A. A. Anderson, for several years floor superintendent for Gilchrist Co., has resigned and Kenneth Moore, who had charge of the junior employees, has taken his place.

The birthday anniversary of John Shepard, former partner of Shepard, Norwell Co., who has been on the

Pacific Coast for nearly two years was observed here. In a letter to his son John Shepard, Jr., Mr. Shepard said that he was in excellent health and that he was enjoying being with two old friends, Nathan Straus, of New York, and Nelson A. Miles, Jr., son of General Miles. A telegram of congratulation was sent from the local store signed by Mr. Shepard's old associates in business, among them John Shepard, 3d; Edward E. Cole, vice-president, and F. A. Webster assistant treasurer.

Alanson S. Grant is temporarily taking J. J. Hartford's place as jewelry and smallware buyer at Gilchrist's, during the latter's absence.

The Shepard Norwell Co.'s credit union has just paid a five percent dividend to members. This association holds a State charter and has made a new issue of shares, over 600 of which have been subscribed, employees only taking them.

Creditors of the New England Pottery Co., before Bankruptcy Referee, Olmstead, have elected Thomas E. White trustee, under a \$10,000 Bond. W. M. Prest was elected trustee, \$5000 bond, by creditors of the Paul Revere Silver Co.

Frank W. Combs, one of the directors of Jordan-Marsh Co., has returned from Florida where he spent several weeks.

Through a suit brought by the John Hancock Life Insurance Co. against the receivers of Henry Siegel protesting against an allowance of more than five percent on gross sales for rental by the receivers it brought to light the facts that Siegel paid at the rate of 74 cents per square foot, R. H. White & Co. 74 cents, Jordan-Morsh & Co. \$2.08, Gilchrisi & Co. \$1.45, and Filene's \$1.20.

Thomas Maguire, traveling salesman for Louis Wolf & Co., opened up his line of import samples at Hotel Dorrance, Providence, R. I. where he will be for two or three weeks.

Buyers from outside were; Thomas A. Keller, Denohlm-McKay Co., Worcester; F. M. Allen, J. E. Gould & Co., Portland; George E. Doane, Middleboro; Michael J. Ryan, Bon Marche Dry Goods Co., Lowell; R. A. Illsley, Barnard, Summer & Putnam, Worcester.

Mr. and Mrs. James M. Uniack are receiving the sympathy of many friends in the trade on account of the death of their infant son, which occurred this week. Mr. Uniack represents the Hunt Cut Glass and the Rochester Cut Tumblers companies.

George W. Beals has this week opened a fine line of samples from the Royal Cut Glass Co., of Toledo, comprising highgrade light cuttings in chrysanthemum, wild rose, Greek Optic and wheat designs, and some very attractive shapes and workmanship. George W.

Sampson, of Roxbury, who for the past four years has been on the road for the Boston Brass Andiron Co., has entered Mr. Beals' employ as a traveling salesman. Mr Sampson was salesman, assistant buyer and buyer in Jordan-Marsh & Co.'s lamp department for sixteen years. He will cover New England, where he is favorably known to the trade.

David Weinstien has returned from New York where he spent some time at Morimura Bros.

Harry B. Lowe, recently Gilchrist's art goods buyer, has become floor superintendent for Bacon's.

LIVERPOOL EXPORTS.

From the Freight and Shipping Circular of John Edwards & Co Liverpool.

to	Shipments week end'g Mar. 14, '14	Correspond- ing period 1913	Exports Jan. 1 to Mar. 14, '14	Correspond ing period 1913
New York	243	117	2321	2347
Boston	130	236	1517	1921
Philadelphia. ....	....	47	514	763
Baltimore.....	122	32	2032	1692
San Francisco...	....	....	156	273
New Orleans....	36	5	256	270
Portland (Me.)...	29	70	668	923
Galveston .....	....	12	63	12
Newport News...	....	14	28	35
Portland (Or.)...	....	....	....	75
Inland Points ...	....	....	99	136
Total.	560	533	7652	8447

From David Inglis & Co.'s Circular.

to	Shipments month end'g Mar. 14, '14	Correspond- ing period 1913	Exports Jan. 1 to Mar. 14, '14	Correspond ing period 1913
Boston	130	236	1330	1837
New York	243	117	2124	2272
Baltimore.	122	32	2032	1692
Philadelphia. ....	....	47	506	651
New Orleans....	36	5	188	270
Newport News...	....	14	26	35
San Francisco ..	....	....	116	269
Portland (Me.)...	29	70	665	921
Galveston .....	....	12	63	12
Portland (Or.)...	....	...	....	67
Inland Points....	....	11	180	198
Total..	560	544	7230	8224

STEM GLASSWARE DUTY FIXED.

THE Burley & Tyrell Co., Chicago, was sustained by the Board of United States General Appraisers in their protest against the Collector's assessment on an importation of plain stem glassware, returned as blown glassware at 60 per cent ad valorem under paragraph 98 of the Tariff Act of 1909. The Board concluded that the bowl is admittedly blown glass but the stem and foot are made by hand, it is not composed wholly or in chief value of glass blown either in a mold or otherwise, and it is therefore not within paragraph 98. While the relative values of the blown portion and that

made by hand were not shown, yet the fact remains within the knowledge of the Board that the blown portion of the merchandise is not of chief value, and proper duty is 45 per cent ad valorem under paragraph 109, as claimed by the protestants.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each inch of space (40 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—A live salesman to handle our line of light glassware, in the southern and middle western States and on the coast. We make everything in the light ware. Address LIGHTWARE, this office.

WANTED—A young man experienced in the glassware business to call on the trade in the Metropolitan District with an old-established line, of the highest reputation, on commission basis. Excellent opportunity for a bright aggressive man to make good money. Address Box 899, this office.

FOR SALE AT AUCTION.

THE plant of the former Herbeck-Demer Co., at Honesdale, Pa., will be offered at public auction, at Honesdale, on Monday, April 10. The factory which originally was built for an armory is a very substantial building 75x100 feet and is exceptionally well-adapted for a glass cutting shop as which it has served for five years. The location is ideal. Experienced men is abundant and cost of producing cut glass can be reduced to a minimum, as on account of the size of the building, which affords room for 75 to 100 frames, the handling of glass from stock blanks to the finishing of the product can be done on one floor.

BUSINESS OPPORTUNITIES.

IN my connections with the best and leading lamp importers and my traveling experience of six years on the road, constantly in contact with the best lamp trade in the country, I think I can offer the trade a very interesting proposition. I am ready to hear from any lamp manufacturer or any other good line who would go in the lamp and crockery trade. I would carry a good line on commission basis, and can promise some very good returns. Will be pleased to hear from Middle Western firms to represent them in the East. The general territory that I cover is all through the Middle West from New York to Denver. A list of references will be given. Address Box 898, this office.

FOR SALE.

CROCKERY, glassware, toys and housefurnishing business for sale in one of the best towns in the State. Will include about \$4,000, with fixtures about \$700. Clean stock in a modern store room, no better location in the city. Will be sacrificed on account of other business demanding attention. Population about 35,000, growing rapidly. Prosperous section, healthy and progressive. Prompt action essential. Address A. A. MEYER, Meyers-Westbrook Co., Box 216, Winston-Salem, N. C.

AVENIR LIMOGES CHINA

F. W. JENKINS & Co.

The Hall Building
Springfield
Massachusetts

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity Those pottery manufacturers in the western district who use coal for kiln firing have started to store a supply that will last for many weeks. The Vodrey Pottery Co., has about 1,000 tons on hand, a sufficient supply for 60-days. The Trenle China Co., is also storing coal. The East Liverpool Sagger Co., which recently converted its kilns from gas to coal is also storing a supply. The situation is somewhat similar to that which existed several years ago when the manufacturer stored large amounts of coal, and the wisdom of this policy was fully demonstrated.

Those back of the general ware plant at Mt. Clements, Mich., are asking for bids for construction. Plans have been submitted for the building of the kilns by local contractors. Specifications for machinery are now in the hands of builders. Modelers have been asked to submit designs for both dinnerware, toilet, and special pieces. Work on the plant will start within a few weeks.

The Standard Pottery Co. has about completed the erection of a new glost kiln. This kiln is being built at their No. 2 plant, which was formerly Burford pottery. This will give the firm a capacity of seven kilns at this plant. The same interests which own the Standard, are interested in the Salem China Co., and another kiln is to be built there at once.

There is a shortage of help in many departments of the potters here—not only on account of a heavy offering of business—which causes all available help to be employed—but because the labor organizations will not allow the manufacturers to employ an increased number of apprentices. It is possible the Brotherhood will be asked to make an elastic rule in the matter this year.

Salesmen for the Knowles, Taylor & Knowles Pottery Co. who have been out on their early spring trips, have returned to the main office. A. P. McPherson, who covers the west for this firm, returned home last week, and he was followed by Fred Kline, who returned this week from the Middle West. Hugh Nevin, who has

the eastern territory, is due home within a few days. The business of this company is flattering, orders are plentiful, and the several plants are being operated to capacity.

T. A. McNicol, sales manager for the Potters' Co-Operative Co., has been spending a few days in Chicago on business. W. C. Brown of the same firm was also in that city last week.

Mr. Church, of Church Bros. Co., of Oshkosh, Wis., was in the district last week, placing orders for delivery "as soon as possible."

A. J. Cartwright has returned from a western trip in the interest of the Cartwright Bros. plant.

Robert T. Hall, who while at Pinehurst, N. C., suffered an attack of pneumonia, has returned here, he is again able to be at his desk in the office of the Hall China Co.

Quite a few of the manufacturers when they were offered business recently advised the buyers that it was impossible to take care of any orders for immediate delivery. As one manufacturer said to the journal. "There is no use telling a buyer that you can fill his order, either now or three months hence, when you know it cannot be done."

The shortage of ware in this district is more marked now, than it has been for several years. As a matter of fact, teas are unable to be had at almost any price. One factory needing teas, was over 50,000 dozen short. Flat ware is also scarce.

George C. Thompson, of the Thompson Pottery Co., who has been spending a brief season in the South, accompanied by Mrs. Thompson, has returned to the office here.

W. E. Wells, of the Homer Laughlin China Co., was the principal speaker at a banquet here, upon the occasion of the visit of the Pittsburgh, (Pa.) Commercial Club, last week. In the course of his remarks, Mr.

Wells brought out these salient facts: "That the local pottery pay rolls for March exceed that of any single month in the town's history. "The Ceramic City is second in the pottery production of the world, being exceeded only by the great Staffordshire district England. "That East Liverpool, twenty years ago, owned but ten per cent of the pottery output, of this country while to-day her factories, are manufacturing almost ninety per cent of the product. "That a tremendous fight for trade, both National and International, has been made, and East Liverpool has won."

* *

The Commercial Club, of Clarksburg, W. Va., is anxious to have a local pottery move to that place, and overtures with this end in view have been made.

* *

Edward Menge, president of the National Brotherhood of Operative Potters, was nominated for re-election at the primary election of this trade. The regular election will be held the first meeting night of the various locals, next month. The two candidates receiving the highest number of votes, will have their names on the regular election ballot.



Zanesville, O. Ground has been broken for the Oxford Pottery, and work will be pushed forward as rapidly as the weather permits.

... THE ...

Lotus

Cut Glass Company
BARNESVILLE, O.



Best selling goods I ever had in "stock"—writes a new customer.

"Double first order and ship by first express"—wires one in Texas.

"Goods arrived at 4 p.m. Sold all of some items before closing time. Rush order herein"—says another in Indiana.



Best stores from Maine and Minnesota to Texas are repeating their orders for "Lotus."

It is carefully inspected, shipped promptly and sells at a good profit. Ask for illustrations and price list. Send in sample order. If not perfectly satisfactory, return it. We will pay freight both ways.



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YOU will find in one of these three buildings any size loft or office space you may require. Offices as low as \$25 per year, including electric light, steam heating, cleaning, service, etc.

KNICKERBOCKER BUILDING,

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(New 18-Story Loft and Office Bldg.)

Between 15th and 16th Streets.

We have made long-term leases with the following concerns:

GRAHAM & ZENGER,
WILLIAM S. PITCAIRN,
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and we are now negotiating with other large houses in your line.

These buildings are being operated by the owners as investments. You may send your agent to us or deal direct.



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Max Kray & Co., Berlin, and GLASSWORKS KAMENZ,

take pleasure to announce the opening of their NEW YORK SHOWROOM
under the management of

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Sole Representative for the U. S., 73 Fifth Avenue, at 15th St.

The most extensive line ever shown of Shades, Globes, Balls, Dishes for Semi-Indirect Lighting in Onyxit Glass—white, colored and etched—now on exhibition. Airhole Chimneys, Bulbs and Paraffin Chimneys. We invite an early inspection.

MAX KRAY & CO.

Economy Tumbler Company,

Morgantown, W. Va.,

HIGH GRADE LEAD BLOWN WARE.

Thos. G. Jones, 71-73 Murray St., New York.
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Peacock & Roop, 1007 Filbert St., Philadelphia.

E. W. Newton, 706 Kesner Bldg., Chicago.
F. H. Young, 325 Locust St., St. Louis, Mo.
J. M. Allen, 318 Mack Block, Denver.

The Potomac Glass Company,

MANUFACTURERS OF

Lead Blown Glassware, CUMBERLAND, MD.

Our specialties consist of Hand-Made Stemware, Light Cut Tumblers, Deep Plate Etchings, full line of Bar Glassware.

Full lines of samples can be
seen at our agencies:

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66 West Broadway, New York.

C. H. PARSHALL,
409 Granite Bldg., St. Louis, Mo.

J. S. WALKER & CO.,
Northeast Corner
Hanover and Lombard Sts
Baltimore, Md.

GEO. H. RUTH,
16 N. Sixth St., Philadelphia Pa.

J. S. DAWES,
95 Pearl St., Boston, Mass.

AFFAIRS OF HENRY SIEGEL.

THE affairs of Henry Siegel so far as the merchandise creditors are concerned are rapidly being adjusted. The Boston store is now in operation, having been sold to the W. & A. Bacon Co., Inc. The Simpson, Crawford store in New York and the Merchant's Express Co. will be re-organized with Siegel and Vogel eliminated. About \$420,000 cash will soon be available for prompt distribution from these sales.

The Fourteenth Street Store stock and fixtures were sold at auction on Tuesday bringing \$268,112 or \$70,000 more than the highest bid at private sale. L. A. Price paid \$29,500 for the fixtures. Gilchrist & Co., American Dry Goods Co., J. Brandeis, Omaha, Neb., E. W. Edwards & Son, Brill Bros., and Kapp Bros. were the largest purchasers. It is probable that a ten per cent dividend will be declared very soon. The entire stock was valued at \$406,000.

PRESSED GLASS.

THE first pressed tumbler ever produced was made by Denning Jarvis, Sr., in 1827, at Sandwich, Mass. So great was the indignation of the glass blowers that his life was threatened and he was obliged to seclude himself for more than two months before he dared to venture out after night fall. It was exhibited at the Centennial exhibition at Philadelphia in 1876 by Col A. Dobson of Baltimore.



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CROCKERY and GLASS JOURNAL

NEW YORK, APRIL 9, 1914.

THE CONDITION OF BUSINESS.



Quiet reigns in the wholesale district as is usual with the week preceding Easter.

Religious ceremonies occupy the time of a large portion of the population and the week end will be a sort of holiday, many people having arranged to go out of town for two or three days.

The import season so far as the warerooms are concerned is practically over, and the business is now being done by the traveling men. Conditions are not uncommon and yet, not usual to these travelers. Some of them find business in spots, others are disappointed either in not getting any business or in such small quantities as to hardly pay for the effort, though the field may be far from being exhausted. The buyers are evidently proceeding cautiously, too much so perhaps for their own good. They may be wanting wares later which they may find it difficult to obtain. This is certainly true of domestic pottery for unless orders are placed with the American manufacturer very shortly they will get none, and as far as foreign goods are concerned it is well known that at least three, and possibly six months are required to get goods from the other side. The glass manufacturers will shut down for two weeks certainly, and possibly four during the summer so that it is a reasonable chance for dealers to place their orders for all deliveries at the earliest possible moment.

Since our last writing the New York importers have had time to size up their business for the first three months of the year. While March was not as good as was expected, the aggregate for the first quarter, results are a little better than was thought when the report was made last week. The returns are curious; in that while many complain that their sales have fallen off

there are others who show very marked gains. The explanation is not easy; goods and prices do not vary enough to account for the discrimination. The salesmen too are on a parity one with the other, and it may only be "dumb luck." In summing up the situation, if one loses and another gains the average is sustained, and taken as a whole the crockery trade is ahead of last year; but the glass business, which began so auspiciously is about holding its own, save and excepting cut goods which are below par, particularly in the high priced wares. The domestic manufacture of crockery, is a large factor in explaining the item of gain in crockery, for if all reports are true the sales this year—if continued on the same basis for the rest of the year—will show figures in excess of anything that has ever been done in this country, and would be larger, if the manufacturers were not handicapped by lack of workmen.

The retail trade is exceedingly quiet. Occasionally a department store will report that they are holding their own and a very few perhaps are, but the regular dealers and the majority of the department stores, are certainly having a struggle to maintain their business up to the required standard. The West is doing far better all around than the East. The western wholesalers were the big buyers during the import season, and the western retailers, are doing more business than those in the East. The prospects of the future are exceedingly bright in agricultural districts, but troubles with miners and the discharge of so many railroad men, who are more numerous in the East than they are in the West, are disturbing factors. This, with the apathy in Wall street, is one reason why the Eastern section is suffering, and yet there is so much money in New York

—said to be two billions of dollars awaiting investment—that with the first signs of a revival trade will jump, and owing to the shortage of all kinds of merchandise, particularly crockery and glass, there will be a demand far beyond the visible supply.

Two months yet remain for the Spring season to be pushed and those who go for it will get a goodly portion, those who lie down and say there is no business will have their views verified.

Pittsburgh and Vicinity Business continues rather inactive in the glass district hereabouts, so far as the tableware lines are concerned. Lighting glassware appears to be having a very good sale, and factories making such lines report considerable activity. Trade conditions as a whole, however, in this line of business cannot be considered up to normal. Manufacturers are anticipating an improvement during the coming month.

East Liverpool and Vicinity Conditions in the pottery trade are abnormal. There is no let-up in orders, and all potteries in the western district are being operated to capacity. The shortage of ware is marked in a number of instances. Mail orders from direct sources are good, and salesmen are also receiving their share.

THE CLUTTED-UP DESK.

Editor CROCKERY AND GLASS JOURNAL.
In the editorial column of your April 2 number of the CROCKERY AND GLASS JOURNAL, you have an article "The Clutted-up desk."
Your description of the ordinary business man's desk is accurate, and it applied particularly to mine.
The result of this editorial has been a complete clean-up to-day, and I am certainly under obligations to you. Someone said that "letters that should have been written yesterday are a mortgage on to-day's work."
With kindest regards, I am,

AT PITTSBURGH

WORK has been started upon the razing of buildings in Federal street and Liberty avenue for the erection of a new Rosenbaum department store, contract for the erection of which was awarded James L. Stuart, a Pittsburgh builder, at a meeting of members of the corporation with Jarvis Hunt, architect, March 30.
Exclusive of the cost of the ground, more than \$2,-250,000, it is understood, will be expended in building and equipping the new store.
The new Rosenbaum store will be the highest structure of its kind in the world, being fifteen stories high. When fully occupied the firm will require several thousand employees for the various departments.

The floor area will be 480,000 square feet nearly all of which, except the basement and the tenth floor where the restaurant will be situated, along with an auditorium, reading and lounging rooms—will be utilized for merchandise.

Steel and vitrified brick will be used in the actual construction with terra cotta facing.
The store will have 18 elevators on the "safely first" principle. The fixtures will all be of San Domingo mahogany and the mural decorations will be white.

Fred Classen, representing the Quaker City Glass Co., of Philadelphia, was at the Anderson last week showing a full line from this factory.

BUSINESS BRIEFS.

Mrs. Catherine Campbell will open a crockery and glass store in Salem, Mass.
Fire destroyed the Linn & Scruggs department store, Decatur, Ill., on April 7.
T. W. Bittner will open a store in Federalburg, Va., to be known as the B. & O. Five and Ten Cent Store.

LIVERPOOL EXPORTS.

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

TO	Shipments week end'g Mar. 21, '14	Correspond- ing period 1913	Exports Jan. 1 to Mar. 21, '14	Correspo ing peri 1913
New York	166	187	2487	2534
Boston	47	133	1564	2054
Philadelphia.	170	...	684	763
Baltimore.....	....	80	2032	1772
San Francisco ...	50	44	206	317
New Orleans....	14	71	270	341
Portland (Me.)...	26	2	691	925
Galveston ...	21	....	84	12
Newport News...	....	....	26	35
Portland (Or.)...	....	2	....	77
Inland Points ..	....	....	99	136
Total	494	519	8146	8966

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Mar. 21, '14	Correspond- ing period 1913	Exports Jan. 1 to Mar. 21, '14	Correspo ing peri 1913
Boston	47	133	1377	1970
New York	166	187	2290	2259
Baltimore .....	....	80	2032	1772
Philadelphia.	157	....	603	651
New Orleans....	6	71	194	341
Newport News...	....	....	26	35
San Francisco ..	50	44	166	313
Portland (Me.)...	26	2	691	923
Galveston	21	...	84	12
Portland (Or.)...	....	2	....	69
Inland Points....	7	....	187	198
Total.	480	519	7710	8743

THE METROPOLITAN MARKET

L. Straus & Sons have as usual anticipated the demand for new furnishings for the summer home, which always comes with the first sign of Spring weather and they have been making preparations for months laying in a tremendous stock of open stock dinnerware, bric a-brac and a variety of other requisites. These lines are so varied that the merchant should find just what he is looking for, and being stocked for immediate delivery, insures a decided convenience. Conspicuous in the open stock dinnerware items particularly suitable for the summer cottage, is a new red floral pattern known as No. 631, also a blue floral design No. 111, these are unusually attractive and promise to outrival their very popular predecessor—the No. 509 Blue Dresden which proved so strikingly successful for several years. Very desirable articles for June wedding gifts will be found in many departments, prominent among them might be mentioned the Straus cut glass which is shown in a great array of new cuttings.

The early closing movement was put in practise last Saturday many of the crockery dealers closing at noon. For the last two or three years a petition has been circulated in advance of the first Saturday in April but this year it was neglected, probably because it has become an established custom. From now until September the Saturday half holiday will prevail.

The Tajimi Co. are showing numerous lines that are especially good warm weather sellers, among them being an array of bamboo covered vases, spills, hanging cornucopias, jardineres, fern dishes, etc., in unusual shapes in rich shades of blue, green and yellow. Another item of interest is a varied assortment of bamboo covered crackle vases, some in splash designs, in unique colorings.

Some exceptional distinctive old style patterns have been brought out in "Cauldon" dinnerware this season that are a delight to the eye of the connoisseurs of today as they were years ago. One particularly noteworthy pattern that has just been put on display by Edward Boote, the United States representative for the

concern, is a beautifully engraved pattern, the plate from which it was made having been first used by the pottery in 1848. The pattern is a wide band of an odd combination figured and floral border, shown in blue and a variety of other colorings and the well known "Frederick" shape.

A production of the L'Union Ceramique pottery that is shown in this country for the first time by the concern's American representative, Justin Tharaud, is an extremely artistic line of bisque figures made from patterns drawn by one of the foremost French sculptors, who was awarded first medal at the annual art exhibition at the French Salon two years ago. Some of the figures are shown on a base in "Pate sur Pate" decorations in blue, brown and pink, and there is also a varied assortment of articles in china, such as vases, pin trays, ash receivers and bon bon dishes, in the same decorations.

David Green, collector for H. Freedman, crockery dealer on the Bowery, left his horse and buggy in front of a building in Williamsburgh Sunday morning while he went inside. One, said to be John Coony, jumped into the vehicle and drove away. Several policeman attempted to arrest him but it was not until he had reached the Manhattan end of the Williamsburgh Bridge that he was overpowered. He was charged with grand larceny.

Herman C. Kupper's line of Schierholz china stands out prominently as an art product. The modeling and colorings are beautiful and the subjects are varied so that everybody may be suited. No stronger evidence of the worth of these goods is needed when it is stated that at this time when there is so little demand for ornamental goods the sales of Schierholz china, this season, has exceeded any year in their history.

The Roseville Pottery, who has been making vast strides in improving their lines, seem to have received an inspiration since they went to Fifth avenue. They have just put on view a dozen or more artistically-shaped vases in new finishes. One has a dull glaze in a mottled

finish, another in a smooth apple green matt, another one is in green mottled with a little bit of red and another with yellow that are fine examples of the potter's art. If these wares came from some famous European pottery they would be raved over and bring fabulous prices, but coming from a domestic plant they are sold at commercial rates. They are fit to adorn the most exclusive mansions in the country.

Simpson-Crawford Co., one of the stores involved in the Henry Siegel controversy, opened for business on Monday under the Clafin Syndicate. Nearly all the employees were re-engaged including the buyers. Special announcements for bargain sales appeared in the Sunday papers.

Abels & Co., the well known manufacturers of easels, plaque hangers, etc., have just brought out a new one-piece solid brass plate and bowl easel, that not only is attractive to look at but is also exceedingly useful, for besides being ideal for showing plates, plaques, etc., there are hundreds of other articles of various shapes and sizes that can be displayed advantageously with them on the counter, show case, or in the show window. It is also an article of great usefulness for home. It is made in five sizes and can be had in silver

finish as well, for displaying heavy silverware pieces. Many of the leading stores have already placed orders for them. Samples and catalogues will be sent on request.

Morimura Brothers are now displaying their import samples on the floor above their main store. Hand-some new fixtures have been installed. They are finished in mahogany and a new feature shows the pillars paneled in cream color being in beautiful contrast with the dark mahogany. Canopy lights are used on the walls and the goods are displayed very much better than they ever were before.

WINDOW EXHIBIT OF "PRINCESS" WARE.

DURING the American Woman's Home Exposition at Cleveland, Ohio, recently, the May Company had a large display of American dinnerware, in which the product of the Smith-Phillips China Co., of East Liverpool, O., was featured. In this well arranged booth of open stock, patterns of "Princess" dinnerware of this firm were featured. The patterns shown were the "Imperial," "Seville," "ElRey," "LaRose," "Cordova," and "Alamo."



WINDOW DISPLAY OF "PRINCESS" DINNERWARE BY THE MAY CO., CLEVELAND, O.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

The glass manufacturers in general, are being asked to make either an individual or collective exhibit at the Panama Exposition, next year. Official representatives of that affair, have been sounding the trade with this end in view, during the past few weeks, and a little later the proposition will take definite form. Should an exhibit be made, however, there is no doubt but that everything made in glass in this district will be displayed.

Contracts were signed by the Phoenix Glass Co., with Dixon & Co., No. 2, for the construction of a sixteen-pot regenerative furnace, which is to be built by the former company at its Monaca plant. It is expected that inasmuch as work is to start at once, that the furnace will be completed and ready for operation by August 1. The finishing of this improvement will result in the abandonment of the Washington, (Pa.) plant of the Phoenix Co. The firm has a fourteen-pot furnace working at Washington, and the new furnace will give the company an increased capacity of two-hots.

Announcement was made this week of the intent of the Bluestone Incandescent Lighting Co. to add to its string of stores here. Joseph Bluestone has leased a large building on Smithfield street, in which will be placed the largest stock of gas and electric glassware and fixtures, ever shown by a retail dealer in this market.

Manufacturers are now at work on their new gas and electrical portable lines, and many of these will be shown within the next few months. It is said that the sales of these lines during the past fall and winter, has been good.

Arrangements have been made by the Duquesne Light Co., which has a large glass and electric portable business in the East End, to open a down town store in the Jenkin's Arcade.

Additions to the "Delica" white lighting glassware line are being made by the Pittsburgh Lamp, Brass and

Glass Co., the most recent being several sizes, ranging from twelve to twenty inches in ceiling bowls of Old English design. There are no holes in these bowls, neither are there any bands. These bowls are to be suspended with a special hook, which has recently been invented for such purposes.

There is fairly active demand for popular-priced light cut ware. The movement in vases, seem to be good, although orders are not considered up to normal by many of the salesmen.

Bar supply dealers are not placing any large orders just now. This trade is a little off color. Stocks are being bought on the "hand to mouth" order, a barrel of this or that item being about the limit in many instances.

A fair amount of business was received by local glass decorators, during the past ten days, from those who have received concessions from the summer carnival owners. This business consists of novelties, plaques, vases and jugs. Such business is to be shipped within a few weeks, as the carnival season opens the latter part of the month. Repeat orders on these lines are always big, throughout the summer.

B. F. Pritchard has returned to his office here, from a two week's trip, during which time he booked considerable business in the several lines of cut glass, which he is jobbing.

A number of salesmen have been making inquiries of late, concerning the requirements in glassware for the new 900-room William Penn Hotel. This house is to be operated under the direction of the managing director of the Ft. Pitt Hotel. Salesmen declare that the order will be one of the largest of the kind ever placed for such a purpose, in this city.

With a good stage of water, existing in the Ohio river of late, glass manufacturers along the river, have been sending some heavy shipments into the south, by this route. This would indicate that with a shipping

stage all the year round, these manufacturers would see to it that much business now sent by rail would be routed via water.

There will be some keen competition, for the order for the lighting glassware that is to be used in the new Rosenbaum department store building. While the manufacturers are not entering into competition direct for this business, they will get after the lighting fixture contractors.

The sale of the Phoenix clay Pot Co. to George M. Evans and James S. Murray, trading as James S. Murray & Co., for \$30,000, was confirmed by an order of Common Pleas Court. The sale had been arranged by the receiver in charge of the plant.

J. P. Gordon, with Jones, McDuffee & Stratton Co., of Boston, Mass., is at the Ft. Pitt this week.

C. J. Davis, formerly general manager of the Ohio China Co., of East Palestine, O., was at the Ft. Pitt this week.

Albert Rothschild, with Frank & Co., has been in the district showing a new line of imported cut glass novelties and staples.

Charles Spier, with Langsdorf & Co., New York, was at the Ft. Pitt during the past week, showing lines of this concern.

E. L. Hubbard, of Hubbard & Co., whose large warehouse and salesrooms are at San Jose, Costa Rica, spent the early part of the past week in Pittsburgh, for the purpose of securing representation of a number of American made lines for Central America. Mr. Hubbard said that there is a big demand for tumblers in that section. He came here to confer with the Hazel-Atlas and Imperial Glass Companies.

The Monongah Glass Co.'s plant, at Fairmount, W. Va., which has been closed since last summer, reopened Monday, April 6, under the supervision of A. B. Knight. Employment is being given to 200 men, boys and girls.

JOTTINGS FROM BOSTON.

BURGLARS got into the five and ten cent store of the F. W. Woolworth Co., in Cambridge, between closing time Saturday night and opening time Monday morning, and, smashing the safe, carried away between \$1,000 and \$1,500 in money. Entrance was made through a rear door.

Customers of the Shepard-Norwell Co. are receiving exceptional bargains in the choicest china during the "annual thoroughfare sale." Buyers for this company were instructed to lookout for exceptional bargains both as to quality and price. Special attention being

given to the spring importations. Nearly one thousand additional salespeople are employed to attend to the throng.

Quiet seems to reign supreme in most of the crockery and glass concerns in Boston. Buyers to this date have been comparatively few as compared with the time last year. Despite this lull, agents are looking forward to a busy time a few weeks hence.

The store of Timothy Smith & Co., Roxbury, was visited by three expert cracksmen Sunday night and blowing the safe secured a large sum of money. They overpowered two watchmen employed by the company. Two hundred dollars in silver was overlooked by the thieves.

Mr. Solomon P. Stratton, of Jones, McDuffee & Stratton Co., is at Beaufort, South Carolina, for a short visit with his son-in-law and daughter, Mr. and Mrs. Neils Christensen.

Thomas B. Campbell, of Thomas B. Campbell & Co., New York, was in Boston Monday looking over the cut glass display at Mitchell, Woodbury Co.

Thomas McGuire, traveling salesman for Lou Wolf & Co., is still in Providence with a line of toy dolls and china. McGuire has been in Rhode Island for the past couple of weeks.

Information has been received that Arthur L. Brandeis will erect a building in Omaha, on the present site of the Boston store on Sixteenth and Douglas street, where the Brandeis interests have a fifty-year lease. The plans call for an expenditure of \$250,000.

Good value in china, glass and crockery are to be seen in nearly every department store in Boston at this time. The window displays are attracting considerable attention.

Gym and swimming classes are being formed by employees of R. H. White's under direction of Miss Alice C. Gordin, educational director. Classes for men, women, boys and girls are being formed. The municipal gyms will be used.

Among the buyers in town: Mr. Lawton, treasurer of Avery, Woodbury & Co., Milford; William H. Bell, Bristol, R. I.; George W. Beasley, Wakefield; M. J. Ryan, of Bon Marche Dry Goods store, Lowell; Frank L. Plant, of Meekins, Packard & Wheat, Springfield; A. F. Ellis, of Almy, Bigelow & Washburn Co., Salem; Joseph Donovan, of Robertson, Sutherland Co., Lawrence; E. B. McBeth, of E. S. Brown Co., Fall River; James E. Hogan, of Shartenberg & Robinson Co., Pawtucket, and James F. Leary, of the Outlook, Providence.

Illuminating Devices.

Hanging, Stand and Portable Lamps; Light-
ing Glassware, indirect and semi-indirect;
Domes, Shades, etc.

THE portable lamp, and lighting glassware buyers, will find much of unusual interest when visiting the market here. The manufacturers have vied with each other in an effort to vary the styles, and the result is that many novelties will be seen in the 1914 lines.

according to his own ideas excepting in a few instances where a historic piece may be copied.

Electric portable lamps in solid mahogany, also white enamel with rich Persian silk shades in new shapes, forms an exceptionally attractive display in the Wm. R. Noe & Sons salesrooms. The portables are mostly in a plain design which makes a beautiful combination in conjunction with the striking colors used in the shades. A variety of candlesticks are also shown in mahogany and white enamel in Colonial and other patterns of simple design.

A line that is always full of items of interest, but is especially attractive at this time of year, is the reed craft lamps and domes made by the Novelty Basket Mfg. Co. It would be difficult to imagine anything daintier or more appropriate for the summer home than



BY THE TURNER & SEYMOUR MFG. CO.

The semi-indirect bowls and fixtures that have not thus far shown much variation in style, are seen in many novel shapes, and display new ideas that are a decided change. A number of new features in lamps are also noticed.

The 1914 portable lamp line produced by Bradley & Hubbard as usual contains distinctive features in both finish and design, embodying the superiority in materials and workmanship that have contributed so much in the past to the success achieved by the concern.

The solid brass electric lamps shown by Amin U. Khouri at his salesrooms, 6 East Eighteenth street, in quaint hand-chased and perforated designs make an exceptionally interesting display, both for their beauty and sentiment. The brass work is ancient Syrian art. The patterns are original with the worker, and executed

these. A large and varied assortment of shapes, patterns and sizes are shown at the concern's new showrooms in the Bartholdi building, and they present many novel effects that are absolutely new in reed ware. The samples are shown in antique gold and ivory but may be had in any finish desired. The decorations are



mostly floral patterns in composition relief with Dresden colorings. The prices are as attractive as the lamps.

The original patterns in semi-indirect fixtures being shown by the Edward Miller Co., at their display rooms, 68-70 Park place, are certainly a credit to the concern's designers. Among them are some artistic designs in alabaster type glass, daintily colored etched glass, frosted effects, etc. Substantial heavy cast brass mountings are used and one bowl is suspended by a glass stem instead of the usual chain.

The Imperial Art Glass and Lamp Works have brought out many attractive new patterns this season in electric and gas portable lamps, it would be difficult to enter into a detailed description of the display. Some excellent designs in leaded glass shades and many paneled ones overlaid with brass ornamentation are among the most attractive.

Every once in while a new name crops up for the semi-indirect fixture. One of the lighting glassware salesmen had a customer ask him last week for a "semi-individual bowl." His concern thought the name so applicable, that they are considering adopting it altogether.

Included in the American Art Glass Co.'s 1914 display are some effective classic design in both domes and portables. These are heavily mounted in metal and the

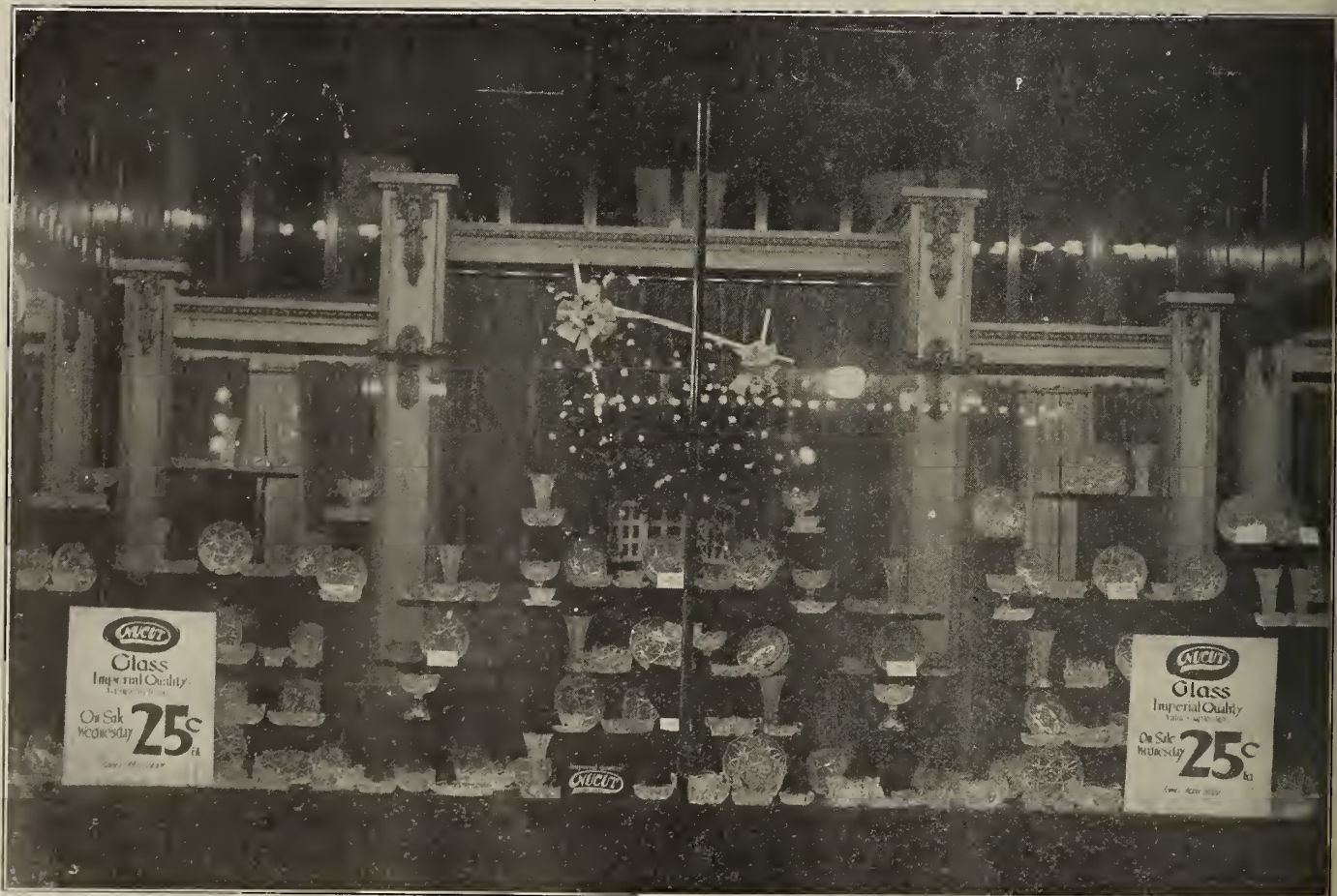
colorings are in soft quiet tones that give forth a pleasing light, that is both restful and pretty.

AFFAIRS OF HENRY SIEGEL.

TROUBLES multiply as the affairs of Henry Siegel progress. On Tuesday fourteen more indictments were found against him and his partner Vogel on the ground that he had made false statements as to their financial standing for the purpose of obtaining loans. The stocks in the stores have all been disposed of and that part of the business is settled. It only remains for the creditors to say which of the three propositions offered they will accept. At this writing a majority have elected to take part cash and the balance in stock of the new corporation.

THE LIMIT.

THERE isn't any. Only the one that you make. Unless you plan so, a clerkship isn't your limit, a manager isn't, nor even the owner of the store isn't. Every step you take upward—every time you swing out and accomplish something worth while, something out of the ordinary—you give the limit thought a smack in the face. The trouble with us is we set our own pace. Not because it's the pace that wins, but because it's pleasant, easy, calm.



COMPLETE DISPLAY OF "NUCUT" IMPERIAL GLASS AT BON MARCHE, SEATTLE, WASH.

SAN FRANCISCO AND THE COAST.

ACCORDING to reports from the various establishments, import orders for March show an increase over the corresponding period of last year, more engagements with out-of-town buyers have been booked for April than were filled in March. Wholesalers of domestic crockery and glass are profiting by the visits of the country buyers as well as the importers. Retailers are featuring Easter specials with very good success.

* *

C. C. Kutz, with the Plume & Atwood Mfg. Co. here, is receiving the congratulations of his friends upon his approaching marriage to Miss Mildred Boyne, of Oakland. The date has been set for April 15th.

* *

E. S. Berdine, local manager for the Gleason-Tiebout Glass Co., received a visit recently from Mr. Gleason of the firm.

* *

Sylvester A. Baker, Coast manager for the Macbeth-Evans Glass Co., has just returned to headquarters after a complete circuit of his territory from Denver west. He says business was good all along the line.

* *

A. A. Otte, Coast representative of the Pittsburgh Lamp, Brass and Glass Co., expects to leave for Denver in a few days.

* *

A. W. Ottenheimer has left for southern California in the interests of Ottenheimer Bros.

* *

Himmelstern Bros., their salesmen and patrons have been enjoying "Nucut smokes" the past week, having received a generous allowance of cigars from the Imperial Glass Co. bearing its well known trade marks. Himmelstern Bros. have this line prominently displayed and report a very good business with it

* *

Godfrey Eacret, of Shreve, Treat & Eacret, is expected home shortly from an eastern purchasing trip.

* *

Julius L. Meier, general manager of the Meier & Frank Co., Portland, Ore., returned a short time ago from a month's visit in the large cities of the east, where he went in company with his architect to inspect department stores preliminary to the preparation of detailed plans for the new twelve-story building, which the company proposes to erect at a cost of \$1,250,000.

* *

A large crockery and housefurnishing department, under the management of E. D. Bartholomew, will occupy the basement of the Culbertson, Grote-Rankin Co.'s new building.

* *

Among the buyers visiting the San Francisco crockery and glass sample rooms the past week were: W. E. Coughlin, Marysville; Chas. Emerson, for Bullock's department store, Los Angeles; E. C. Vadney, Chico; Chas. Taylor, for Taylor's Bargain store, Bakersfield; W. Green, for the Chas. Ford Co., Watsonville;

E. Reeves, Vallejo; Michael Schwarz, with Ed. Miller & Co., New York.

OBITUARY.

GUSTAVUS ROBITZEK died on April 2 at his home 1331 Franklin avenue, Bronx, where he lived for fifty years and was prominently identified with all movements in the borough. He was at one time President of the East Morrisania China Works. He is survived by a widow, two daughters and two sons.

C. C. Moore, a glass manufacturer of Clayton, N. J., accidentally shot and killed himself while cleaning a revolver in his garage last Saturday. Mr. Moore became prominent before the trade last year because of an attempt to blackmail some of his relatives. He was well known, particularly in the bottle end of the business.

Chas. Shurtliff, who has been a resident of New Martinsville, W. Va., for nearly fifteen years, is dead. He went there at the time of the building of the New Martinsville Glass Manufacturing Co., and one of its promoters, having been connected with the company until about a year ago when he was compelled to sever his connection with the company on account of failing health. Mr. Shurtliff was a member of the Elks lodge, which had charge of the funeral.

Joseph P. Dunn, one of the best known pottery and glass salesman, of this district, died suddenly at his home 625 College avenue, Pittsburgh, Pa. He had been representing the Robison Clay Products Co., of Akron, O. Imperial Glass Co., Bellaire, O., Croxall Pottery Co., East Liverpool, O., and the East Liverpool Potteries Co., of Wellsville, O. He was an active member of the United Commercial Travelers Association. He is survived by his wife and one daughter.

Moses Callear, one of the proprietors of the Lambert Pottery, (Maddock Pottery Co.,) died on April 5 after a long illness aged sixty-six. Mr. Callear was born in Birmingham, England, and as a boy entered the pottery business and while still a youth came to America, he secured a position at the Glasgow Pottery which was owned by John Moses, and rose to the position of manager of the plant. Some time later he became associated with Wallace & Chetwynd at East Liverpool. From there he became manager of the Knowles, Taylor & Knowles Pottery, East Liverpool, where he remained for a number of years. While there he experimented with vitrifying sanitary goods and went to the Brown Pottery at Baltimore to develop his ideas. From there he went to the Maddock Pottery and developed the hotel ware from which this concern has become noted and where he was located at the time of his death. Mr. Callear was recognized as an authority on potting, he was an intimate business associate and a close friend of the leading pottery manufacturers to all these, and the wide circle of friends not in the trade, the intelligence of his death come as a profound shock. Surviving him are his wife and one daughter.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, APRIL 9, 1914.

WHILE Good Friday is not a legal holiday, but by mutual consent, business is generally suspended. It is the custom of the exchanges to take a rest for that day and many of the crockery and glass men take a week end holiday beginning Thursday night until Monday morning. Judging from appearances many in the trade will avail themselves of this opportunity for a vacation.

THE LACK OF DECORATIVE DISTINCTION.

IN this age of commercialism it looks as if much of the artistic in ceramics was being lost sight of or at least subordinated to the craze for money-making. In the matter of form the work of the modern potter is far better than his decoration. Few shapes are put on the market which do not have real merit. The body and glaze, both in texture and color, are better than many that are prized in the antiques. Even the the commoner wares are a distinct advance on those of half a century ago. But for the most part the decorations lack individuality.

Little by little the hand work of the artist is giving place to the printing press. True the makers of transfers have wonderfully improved their productions, and so much that is attractive to the eye is offered, and at such an alluring price, that gradually the real artist who can paint is being relegated to the background, and is helped along into obscurity by the commercial spirit of the vendor, who, instead of advocating the artistic character of his decorations calls attention to the cheap-

ness of the chromo ornamented as compared with the handpainted" ware.

How much of the pottery produced to-day will command any attention a century hence? A hundred years from now the connoisseur, if there be one left, will not pay exorbitant prices for what will then be the antiques of the early twentieth century. And all because in the rush to turn out ware by the carload, the niceties are only too often overlooked—character and individuality neglected—distinction lost sight of.

VITRIFIED HOTEL WARE TO PAY DUTIES AS EARTHENWARE.

THE Treasury Department decided last week that vitrified hotel ware is to be appraised at thirty-five percent for white and forty percent decorated. This class of ware was a matter of large discussion when the new tariff law was proposed and after much debate the phraseology was changed with the intent of making it plain that it was earthenware. The original section was ambiguous and even after it became a law it was a subject of controversy. The ruling by the treasury department last week effectually disposes of the matter.

PERSONAL.

SMILING and looking very happy H. J. Moscovitz, was sitting at his desk one day this week glad that he was alive and that he had his job back at the Simpson-Crawford Co. In the new regime Mr. Moscovitz will not only buy crockery and glass but also toys, trunks and bags. He said on the opening day, Monday, they had a big business and things look very prosperous to him.

Wm. Robertson, president of the John A. Nelson Co., started Tuesday on a southern trip, with his concern's line of cut glass, which will take him as far as Texas.

J. H. Venon leaves on Sunday night for a tour through the Middle West preparatory to his departure for Europe, which will probably be about the middle of May.

Herman Plaut, of the fixture manufacturing concern of L. Plaut & Co., has been elected to the board of directors of Ripley & Co., Inc., Pittsburgh, Pa.

W. F. Ellisson has associated himself with Robert Slimmon & Co. and the H. R. Wyllie China Co. and will feature these two lines through the west over his old territory. He was always a busy man, but now

have more than ever to do. He will open up for first time with these two lines at the Fort Pitt Hotel, Pittsburgh, on April 15. With the samples he has to show, his wide acquaintance, popularity and untiring energy, his success is assured.



Said Eddy Burdet: "Macy always does business. His department did not hold up I'd be called up." Obviously he continued "we are doing a fair business. Comes spasmodically, but I am enough ahead so that powers that be are not troubling me."



Justin Tharaud, with the L'Union Ceramique line samples, left on Monday night for the West with Philadelphia as his first stop.



John Ling, who buys the crockery and glass for Abel Bros., is more than pleased with the results of special sales. Not did he only move many goods, he sold a lot of high grade stuff. He is gradually raising the standard of the wares he carries, finding that there is a call for them among the patrons of the store.



Wm. S. Kilmer, formerly manager of the lighting engineering division of the electrical department of the V. Johns-Manville Co., Forty-first street and Park avenue, resigned his position with that concern to be re-associated with the Nicholas Gas Fixture Mfg. 1100 Myrtle avenue, Brooklyn.



Wm. Junor, whose arrival in town we noted last week will be here until next Saturday or possibly longer. He has taken back the Hamilton, (Canada) store which he thought he had sold to W. H. Graves about a year ago. Mr. Graves it seems did not meet the conditions of the purchase. Mr. Junor has not yet determined what he will do with the property. He will decide the matter on his return to Canada.



N. Straus, Jr., has purchased Driftwood, the estate of Henry Siegel at Mamaroneck. The price is said to have been \$125,000. Its real value is supposed to be in the neighborhood of \$200,000.



A. L. Brunn, Jr., who has been assistant to his father in the Chicago office of Edward Miller & Co., Meriden, Conn., has been transferred to the Coast.



Mr. Chas. N. Gilmore, who represents Edward Miller & Co. in the northwest, has been very happy the last three weeks, not only because he has been securing very large business, but more particularly as there is a Chas. N. Gilmore, Jr. added to his little family.



H. R. Wyllie, head of the china company which bears his name, and one of the best known manufac-

turers of Huntington, W. Va., was named as a member of the official staff of Governor Hatfield with the rank of Colonel.



Charles Patten, who has been representing the Stewart Glass Co. on the road, resigned his position with that concern on April 6 and at the same time accepted a position to travel for Koscherak Bros. Mr. Patten is a good salesman and should make a valuable addition to the latter concern's sales force.



Thos. B. Campbell, head of Thos. B. Campbell & Co., is making a trip through New England with his line of cut glass this week.



J. K. Wilson accompanied by B. Schneider, a sub-director of Max Kray & Co., Berlin, are exhibiting the concern's line of lighting glassware at the Bingham House, Philadelphia this week for B. Tomby, the American representative.



Harry T. Broden, formerly the company of Thos. B. Campbell & Co., cut glass men, has sold out his interest to Mr. Campbell. His future movements have not yet been determined.



John J. Miller, of Maddock & Miller, is spending a week in Chicago on a special mission



Geo. H. Williams, representing the Malone & Nicholson lines, returned from a very successful trip of several weeks on Saturday and left again on Monday for a trip through the New England States. Mr. Williams is making an enviable record in his sales this season.



Harry Duryea, representing the Consolidated Lamp and Glass Co. for Wm. Dougherty, returned from his wedding trip on April 6 and starts for a trip through the South next Monday.



E. D. Wetton returned on Monday after a two month's trip calling on the trade for C. Dorflinger & Sons, in the South, West and Northwest. Mr. Wetton reports business conditions in these sections as fairly satisfactory.



Senator O. H. Brown, Springfield, N. J., who has just returned from a several weeks trip to Panama was in the market this week placing orders in anticipation of a busy season, which begins with the coming of the summer colony.



A. H. Heisey, the well-known glass man, is spending a few days in New York this week.



For the benefit of the friends of Ed. Craig, sales manager of the United States Glass Co., who have

been unable to find him at his new home on account of a mistake in address. He is located at the Donald Court Apartment 179th street and Broadway.



Warren H. Dunn, of the Dunn Sales Co., leaves Sunday night for a week's trip to the Zanesville (O.) Pottery Co., and other points.



Geo. P. Shaw, has been made representative for Western Canada for O. O. Friedlander, and will display this concern's complete line of illuminating glassware and fixtures at his showrooms in the Hammond building, Winnipeg.



H. A. Ross, general salesmanager of the Pittsburgh Lamp, Brass and Glass Co., spent Tuesday and Wednesday in New York in conference with Eastern manager, Joseph Freschie, regarding the opening of the uptown showroom.



Chas. B. Ott, of the Eagle Glass and Mfg. Co., was a New York visitor this week.



Max Herbert and his bride, J. Guy Hawthorn, with Jordan-Marsh & Co., Boston, and David S. Saunders, with Mandel Bros., Chicago, arrived home from Europe on the George Washington.



Louis Klayf, buyer for Bloomingdale, Bros., is home from Europe. He arrived last Saturday.



Harry P. Muirheid, who has been abroad seeking lines to be represented here, arrived home on the Mauretania. It was his first trip to Europe.

THE SALESMEN'S ASSOCIATIONS.

THE Salesmen are going to have another outing. When and where has not yet been determined, but so great was the success of the last one that everybody is enthusiastic about the next one. Henry Endemann will have the matter in charge and he has a way of doing things along this line that insures complete success.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery Glass, etc., for the week ending April 7, 1914

ANTWERP

10 packages glassware.....	Fensterer & Rune
46 " "	E Terlotting
20 " "	O Goetz
1 " earthenware	Bawo & Dotter
10 " "	L Straus & Sons
1 " "	Miscellaneous Orders
23 " toys.....	Geo Borgfeldt & Co
21 " "	B Ilfelder & Co
17 " "	Miscellaneous Orders

HAMBURG

21 packages glassware.....	L Straus &
2 " "	Koscherak
270 " "	W R Noe &
9 " "	Fensterer &
10 " "	F Euler
261 " "	Brown
90 " "	Miscellaneous O
20 " earthenware	Bawo & D
2 " "	B T
64 " "	L D Bloch
1 " "	Frank
18 " "	Samstag & Hilder
60 " "	Graham & Ze
43 " "	Geo Borgfeldt
19 " "	F W Woolv
23 " "	C L Dwe
278 " "	Miscellaneous O
80 " toys.....	B Ilfelder
20 " "	Samstag & Hilder
40 " "	Geo Borgfeldt
406 " "	F W Woolworth
2 5 " "	Miscellaneous O

LONDON

4 packages toys	Geo Borgfeldt
12 " "	F A O Schw
9 " "	Miscellaneous O

BREMEN

2 packages glassware.....	L Straus &
21 " "	Samstag & Hilder
20 " "	A Steinhardt &
136 " "	Miscellaneous O
41 " earthenware.....	L Straus &
10 " "	J H V
146 " "	Miscellaneous O
181 " toys.....	Geo Borgfeldt
14 " "	G W Tr
504 " "	Miscellaneous O

GLASGOW

20 packages glassware.....	H A Rogers
----------------------------	------------

LIVERPOOL

41 packages earthenware.....	W S Pit
27 " "	E I
11 " "	L Straus &
17 " "	Maddock & M
26 " "	Wm Guerin
5 " "	L D Bloch
1 " "	H Cr
16 " "	A G Mo
8 " "	J H V
28 " "	Haviland & Abbe
11 " "	Meakin & Rid
13 " "	Miscellaneous O

IMPORTS AT PORT OF BOSTON

LIVERPOOL

109 packages earthenware.....	Jones, McDuffee & Strat
23 " "	Mitchell Woodbury
3 " "	F W Miller
23 " "	American Expre
29 " "	The Rowland & Marcell
1 " "	P L Can
14 " "	Exchange
7 " "	Miscellaneous O

ANTWERP

20 packages earthenware.....	Jones, McDuffee & Strat
1 " "	First National
55 " "	American Expre
1 " "	Miscellaneous O

ROTTERDAM

5 packages earthenware.....	Geo B r.feldt
9 " "	Lazarus & Rose
8 " "	Miscellaneous O

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity Hardly a day passes here that pottery managers do not receive either letters or wires from buyers inquiring why their shipments have not gone forward, and asking when it will be possible to make deliveries. Such busy conditions never before existed in the local pottery district. The shortage of flat ware and teas continues. The shortage of workers is also being felt. This season there are not enough workers to fill all positions, and the inability to secure an increased number of apprentices, because of certain union labor restrictions, has placed the manufacturers at a distinct disadvantage. Last summer the men would not work and the trade suffered in consequence.

The marriage of Samuel B. Larkin, secretary and general manager of the National China Co., of Salineville, O., was of more than passing interest to the trade. Mrs. Larkin, was Miss Beulah Smith, one of the most popular young women of this city. At one time she was connected with the office of the National China Co. and the Warner-Keffer China Co.

Among the members of the executive committee which has in hand the entertainment of the Grand Army of Ohio during its State Encampment here in June are the following pottery manufacturers: Col. John N. Taylor, H. N. Harker, H. A. McNicol, B. C. Simms, George C. Thomson, Joseph G. Lee, Charles C. Shbaugh, N. A. Federick and George Goodwin.

The United States Government has ordered a series of seventy-five views of the manufacturing of domestic pottery from this district to be used in the Federal Exhibit of American industries at the Panama Exposition in San Francisco next year. These views will be put up in slides, and technical lectures will be given while they are being shown.

William C. Lynch, of the Taylor, Smith & Taylor Pottery Co., has returned from his spring trip.

The Hall China Co. has made several additions to its lines which consist of oval and round casseroles, and

white teapots, made in fire-proof cooking china. The movement in this ware is good, and the plant is being operated to capacity.

It was reported here this week, that as soon as the additional kiln now going up is finished at the plant of the Salem (O.) China Co., two more will be added, which will about double the capacity of the factory.

Those identified with the local pottery trade, who have been the victims of adverse political conditions, held a banquet at the Ft. Pitt Hotel last Saturday night under the name of the "Hired, Tired and Fired Association."

Construction of the new pottery at Grafton, W. Va., for the Consolidated Mfg. Co., of Chester, W. Va., has started. The plant is expected to be in operation during the coming summer.

A special meeting of the United States Sanitary Pottery Association, was held in Parlor-C, at the Ft. Pitt Hotel, Pittsburgh, April 6, the meeting being called by President A. M. Maddock, of Trenton, N. J. Sessions were held both morning and afternoon. The meeting was called to discuss the proposition of establishing a cost system in the sanitary potteries, and with this end in view, W. L. Blake, an expert of New York, addressed the meeting. Some thought was given to the creating of a credit bureau. President Maddock said that the manufacturers should have a more definite knowledge of the cost of production. The meeting was well attended by both Eastern and Western manufacturers.

T. A. McNicol, sales manager of the Potter's Co-Operative Co., upon his return from a recent trip through the west, said that the demand for domestic pottery in the sections he visited was growing rapidly.

The Ohio State Board of Administrations leased the plant of the Junction City Clay Pottery Co., a mile and half northwest of Junction City, and will convert it into an extensive brick manufactory to be operated by convicts from the Ohio penitentiary. Ultimately, it is

expected the plant will furnish employment for over 100 prisoners. The product will be used in the construction of new State buildings, particularly the new administration office building in Columbus. The plant, for several years, has been in the hands of a receiver.

The recent "Ceramic School" at the Ohio State University at Columbus, O., was one of the best things ever done for the development of the domestic trade. C. W. Bowman, superintendent of the Smith-Phillips China Co., has declared that the courses were very beneficial.

In the pottery district of Sebring there is unusual building activity for so early in the season. Large additions are being completed at the Sebring and French China potteries, and a large force of men are at work, including carpenters, bricklayers and helpers. A new kiln is nearly completed at the French China plant. Another addition to this will be the enlargement of the sagger shop, which is to be made at once. The big addition to the Sebring pottery is not the only improvement under contract in this plant. Cross walls are to be torn out and the jiggermen assembled in one room. It is to be made the most convenient pottery here. The Limoges China, and the Strong Enamel Works, have also under consideration the enlargement of their shops.

AT CHICAGO.

TRADE in Chicago during the last two weeks has been light, but it is the consensus of opinion that business will improve after Easter. Chicago crockery and glassware houses have been taking advantage of the lull in business to remodel and improve their showrooms. Many out-of-town buyers are expected here during the remainder of April to attend the "Holiday Goods Fair" which has just opened at the Palmer House.

The Chicago Association of China, Glass and Allied Trades, have postponed the last meeting and entertainment of the season until April 23d. They will hold their banquet in the Crystal Room of the Hotel Sherman, to be followed by a dance in the Louis XVI room of the same hotel.

Ray J. Morgan, the Chicago representative of Rothchild, Meyers & Co., is now on a trip through northwestern territory.

Adolph Schnoegel, formerly with Mandel Bros. and still more recently buyer for the Jewel Tea Co., has accepted a position with Siegel, Cooper & Co. succeeding Harry M. Hollender.

W. T. Darden & Co. have just received some very attractive cut glass tumblers from the Cambridge Glass

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for first and fifty cents for each following insertion for each inch of space (40 words). PAYABLE IN ADVANCE.

Statement of the ownership, management, etc., of the CROCKERY AND GLASS JOURNAL, published weekly at New York, N. Y., as required by the Act of August 24, 1912: Editor, Geo. Whittemore; managing editor, Geo. M. Jaques; business manager, Geo. M. Jaques; publishers, Whittemore & Jaques, 92 West Broadway, N. Y. City. Owners, Geo. Whittemore, Geo. M. Jaques, S. H. Rhodes, all of 92 West Broadway, N. Y. City. Known bondholders, mortgagees, and other security holders holding one per cent or more of total amount of bonds, mortgages, or other securities, none. GEO. WHITTEMORE.

Sworn to and subscribed before me this 31st day of March 1914.

A. N. MELLE, Notary Public,
N. Y. Co. No. 2428, Register's No. 5084,
City of New York.
(My commission expires March 30, 1915.)

HELP WANTED.

WANTED—A young man experienced in the glassware business to call on the trade in the Metropolitan District with an old-established line, of the highest reputation, on commission basis. Excellent opportunity for a bright aggressive man to make good money. Address Box 899, this office.

BUSINESS OPPORTUNITIES.

IN my connections with the best and leading lamp importers and my traveling experience of six years on the road, coming in contact with the best lamp trade in the country, I think I can offer the trade a very interesting proposition. I am ready to hear from any lamp manufacturer or any other good line that would go in the lamp and crockery trade. I would carry a good line on commission basis, and can promise some very good returns. Will be pleased to hear from Middle Western firms represent them in the East. The general territory that I cover is all through the Middle West from New York to Denver. Best of references will be given. Address Box 898, this office.

WANTED - By well-known traveling salesman good line in crockery, glassware and furnishings for southern California. Have established trade with good firms in this territory. Will maintain sample room in Los Angeles. Best of references. Address SALESMAN, 207 Union League Building, Los Angeles, Cal.

FOR SALE.

CROCKERY, glassware, toys and housefurnishing business for sale in one of the best towns in the State. Will involve about \$4,000, with fixtures about \$700. Clean stock in a modern store room, no better location in the city. Will be sacrificed on account of other business demanding attention. Population about 35,000, growing rapidly. Prosperous section, healthy and progressive. Prompt action essential. Address A. A. MEYER, Meyers-Westbrook Co., Box 216, Winston-Salem, N. C.

AVENIR LIMOGES CHINA

F. W. JENKINS & Co.

The Hall Building
Springfield
Massachusetts

Cambridge O. The designs on these tumblers daisy, wild rose and bachelor button. The Chicago office is also showing three exquisite new patterns in "dinnerware." The coloring of this dinnerware of the Minton effect.

The Chicago office of the Holophane Works, of Cleveland, O., is now displaying a new line of panel and glass balls and acorns, in all sizes for commercial lighting.

Ed. W. Fox, manager of the Chicago office of the Fenix Glass Co., is on a visit to his firm's factory at Pittsburgh.

F. W. Gardner, of the Cut Glass Products Company's New York office, spent a few days at the company's Chicago office last week. This office is now displaying some new samples from the H. C. Fry Glass Co., Rochester, Pa.

Tom Gore, traveling salesman for T. M. Schollenger, has just returned to Chicago after a trip through Illinois.

G. W. Milligan reports that the Frontier Cut Glass will have their new catalogue ready for distribution at May 1st.

Samuel H. Isler, formerly of McHenry, Ill., has just established an electric and gas fixture store in Peoria, Ill.

The Chicago office of the Consolidated Lamp and Glass Co., Corapolis, Pa., has received some exquisite hand-painted vases in both floral and landscape decorations.

Lou S. Miller, formerly of Goldberg Bros. of Des Moines, and later crockery and glassware buyer for Young & Bros. of Des Moines, Ia., has severed his connection with this firm, and is now in Chicago.

Recent visitors in Chicago during the week were: Harry C. Calisch, with A. Leipzig, Inc., New York; B. Ford, with Kupfer Bros. Cut Glass Co., Brooklyn, N. Y.; Joseph Walsh, with Louis Wolf & Co., New York; C. Scroggins, jr., with Fostoria Glass Co., Mountsville, W. Va.; Mr. Shoup, Mr. Regnier and Mr. Schmitz, Regnier & Shoup Crockery Co., St. Joe, Mo.; William Oddie, with Geo. H. Bowman Co.

A PRETTY COMPLIMENT.

A LADY and gentleman were lunching at Lord & Taylors. "Have you taken particular notice of the service?" asked the escort.

"No," said she. "Why do you ask?"

"Because not only is it pretty but you see no silver in the cutlery. I thought you would speak of the decorations."

"Of course I have seen the decorations and the way it impressed me was the unobtrusiveness and the perfect harmony with the surroundings. Everything here is in such keeping, one thing with another that it served to greatly enhance the pleasure of my lunch. If the colors on the plates had been fighting with the tints on the wall you would have heard from me very decidedly."

"WHEN IT WAS DARK."

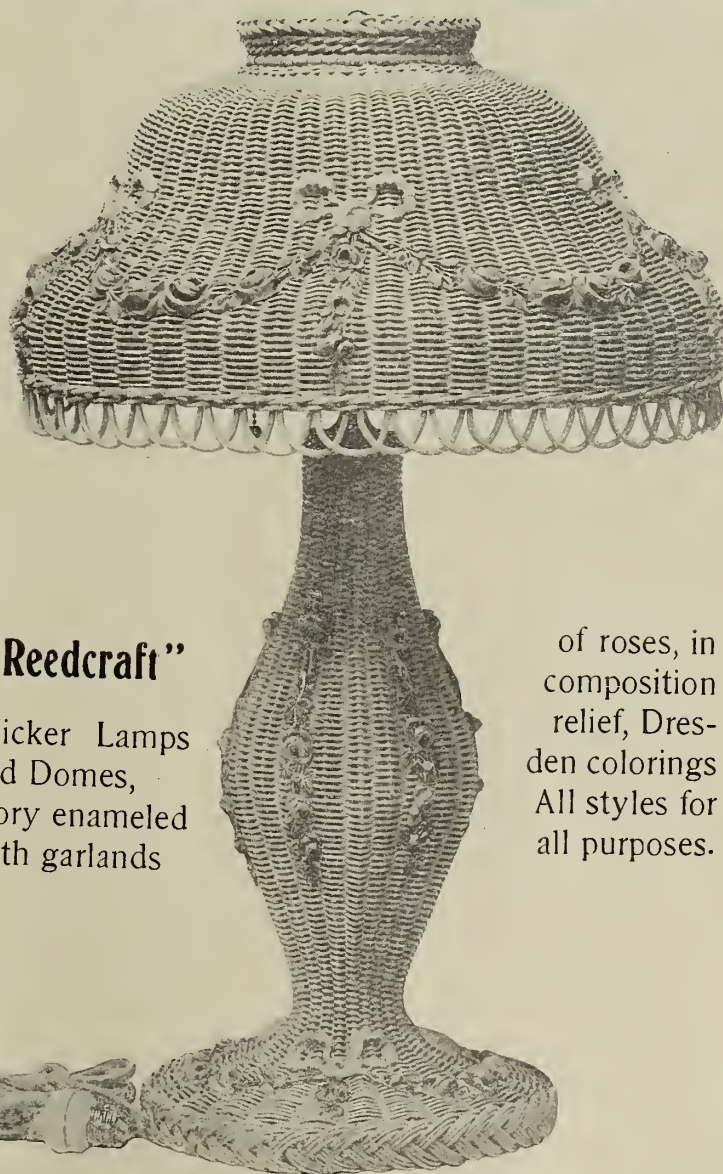
"IN 1750," says Josiah Wedgwood, in his book, "Staffordshire Pottery," sixty factories were making salt glaze in the potteries, and every Saturday for five hours at the time of firing up the country was so black with the smoke that it is said that people groped their way through the streets of Burslem.

You can increase your profits with a cost system.

W. E. LANGDON,

Certified Public Accountant. Efficiency Engineer.
Resident Pittsburgh Representative.

Harrison Building, Columbus, O.



"Reedcraft"

Wicker Lamps
and Domes,
Ivory enameled
with garlands

of roses, in
composition
relief, Dres-
den colorings
All styles for
all purposes.

THE NOVELTY BASKET MFG. CO.,

Bartholdi Building.

Broadway and 23d St., New York.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

- W B Bachman, hf, Heyns' Bazaar, Detroit. 116 West Thirty-second st.
 C H Wessel, hf, B Nugent & Bro D G Co, St Louis. 31 Union sq.
 C W Miller, hf, H L McElroy & Co, Youngstown, O. 1134 B'way.
 W Neyhard, hf, c, Miller, Rhoads & Swartz, Norfolk. 320 Church.
 L C Moses, c, t, Kaufman & Baer Co, Pittsburgh. 95 Madison ave.
 M E Herz, hf, t, E Herz, Terra Haute, Ind. 120 West Thirty-second.
 T Barker, hf, R H White Co, Boston. 60 West Thirty-third.
 Miss M C Hoffmann, hf, c, t, Howard & Barber Co, Derby, Conn. 116 West Thirty-second.
 J A Donovan, hf, c, Robertson, Sutherland & Co, Lawrence, Mass. 55 White.
 J F Brosseau, hf, E Malley Co, New Haven. 320 Church.
 F W Barret, Poultney, Vt.
 Mr Winter, Restaurant China Co, Chicago.
 Mr Bader, Elliott & Co, Pittsburgh.
 Mr Roehling, Pitkin & Brooks, Chicago.
 Mr McRae and Mr Browning, E B Taylor Co, Richmond.
 Miss Wynn, Toronto, Can.
 Geo W Felbman, Franklin, Pa.
 T M Walshe, hf, c, G MacBain Co, Roanoke, Va. 55 White.



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CROCKERY and GLASS JOURNAL

NEW YORK, APRIL 16, 1914.

THE CONDITION OF BUSINESS.

It is very quiet in and around the New York district. Very few visitors have put in an appearance and even mail orders have been small. Men on the road, in some sections, have found it dull, in others good, so that the average has been fair. However, to relieve the general quietude occasional good orders have brightened things up. One importing house reported an unexpected order of magnitude coming in. A local glass representative had one of the best weeks in the season, an agent for a domestic pottery booked an order with a "scheme house" for \$22,500, and a cut glass man booked an order for \$13,000 on a specialty. These two big orders of course run through the year.

But while it is dull in New York, most encouraging reports come from the West. The wholesalers say that they have no cause for complaint. As they do the principle part of their business in the smaller towns, the strange condition which have prevailed for so long is emphasized. Business is better in suburban places than it is in the large cities. It is unexplainable, and yet every man in the business knows that that condition prevails.

The importing season is practically over although there are some good accounts yet to be placed, but while early business was very large the foreign potteries, with a few exceptions are prepared to fill orders for early Fall delivery if placed within the next few weeks.

The domestic potteries are still very busy and would be busier if they had the capacity, as nearly all their customers are complaining of slow deliveries which means that if orders placed two months ago had been filled there would be repeat orders. There is a slight

revival in the glass industry which should increase as the demand for summer goods improves.

The lamp business is still rather quiet but there are signs of improvement as the season advances.

The demand for housefurnishing goods is excellent, and the doll and toy men, have had a great season, which is now waning.

With the advent of Spring weather the retail trade in New York has improved a little and as the women have by this time purchased much of their finery for the Spring season, they are beginning to turn their attention to home adornments. Conditions in the interior are improving, but the season has been so cold and backward, that the volume of business among retailers—up to the first of the month—has shown but little improvement over last year.

The activity in the American potteries is an indication that people need goods. Wholesalers or retailers would not be buying if they did not see an outlet for their wares. A drawback is the unhappy condition among railroad people, but to offset this we have the prospect of the biggest wheat crop ever known, this in spite of the regular, and usual every year assertions that frosts have played havoc, in the South the real truth is that this cold weather has retarded the vegetation beyond the peradventure of being injured by frost, and the chances are that there will be the biggest fruit and berry crop ever known.

The general condition of the country is good so far as natural resources are concerned. That there is plenty of money in the country is evident by the woeful and

willful extravagance of the people in the matter of womens clothes, automobiles, and feasts at the big restaurants. If a tithe of the money wasted in riotous living were turned into the channels of the crockery trade, for example, the factories would not be able to produce goods enough. The "waiting" policy of the Government may have something to do with keeping trade backward, but, this country is too big and too grand to be stopped, and it is hoped that it will be but a short time, where the crockery trade will resume its normal sway.

East Liverpool and Vicinity There has been a slight decrease in the volume of new mail business during the past ten days. Potteries,

however, are working on good time, but are experiencing a shortage of workmen. This latter condition is somewhat similar to that which prevailed here last summer. Manufacturers are doing all in their power to make shipments with promptness. Salesmen, who have returned from their early spring trips, report business good all along the line.

Pittsburgh and Vicinity There has been a slight improvement in the sale of glassware in this territory during the past week.

While factories are operating, they are not running on full time. Generally speaking, immediate orders are somewhat light.

SAN FRANCISCO AND THE COAST.

TRAVELERS with crockery and glass lines arriving here from long trips over the territory covered from this point, which in many instances is everything from Denver west, report favorable conditions all along the line. From a crop standpoint California is in better condition than for several years, and in consequence a marked improvement in business generally is anticipated for the last half of the year. Wholesalers here report another good week, visiting buyers ordering liberally. Retailers are beginning to push outing and summer home specialties.

J. W. French, representing John Davison, Inc., is expected in San Francisco shortly.

W. E. Graves has just returned to headquarters after a successful trip to the northwest in the interests of the Pairpoint Coporation.

F. M. Dunn, Coast manager for the United States Glass Co., expects to leave soon on a trip through Oregon and Washington, which will take three or four weeks. He has just received some new cut samples, which are attracting favorable attention. He reports a

considerable improvement in business in excess of January and February.

H. J. Gute, western representative of the Manning-Bowman Co., is in town again after making a complete circuit of his territory including a visit to the factory.

Mr. Pittinger, representing the Homer Laughlin China Co., has sent word from the north that he will call on the local trade in the next few days.

G. H. Otto, traveler for Julius A. Young, who has the Coast representation of T. B. Clark & Co., is expected home the end of the week after an absence of several weeks in the northwest.

A. A. Otte, Coast representative of the Pittsburgh Lamp, Brass and Glass Co., has just left on a long trip over his territory, expecting to be gone for a month and a half. Samples are awaited at these sample rooms of six new portables recently produced by the company.

Messrs. Schwarz and Brun have just left San Francisco after showing the line of Edward Miller & Co. here.

The Nathan Dohrmann Co. is completing extensive preparations for its household show, beginning next week. Their Easter tables attracted many women to the store and resulted in increased business in table service during the last two weeks.

B. F. Heastand, Coast manager for the Fostoria Glass Co., and the Smith-Phillips China Co., is expected home from his Honolulu trip in about two weeks.

Clark & Roller, proprietors of the Red Front Variety Stores, Berkeley, Cal., with a branch store in Richmond, moved to their new location on Shattuck avenue in Berkeley a few days ago, where they have doubled the floor space formerly occupied. They deal largely in crockery, glass, housefurnishings, toys and novelties.

Articles of incorporation have been filed in Tacoma, Wash., for M. C. Tebbetts, Inc., with a capital stock of 700,000, by M. C. Tebbetts C. W. Harris and Thos. W. Aspinwall. The company is obliged to begin operations by January 1, 1915, in that city as a department store.

Shreve & Co. began suit a few days ago against R. G. Hooker for the cancellation of a series of notes aggregating \$225,000 and also for return of \$25,000 cash, and interest amounting to \$2,400. The notes were given to secure payment for 1,012 shares of stock in Shreve & Co., which on May 1, 1913 the corporation sought to purchase of Hooker. It is asserted that \$25,000 was paid in cash and the notes placed in escrow with the Bank of California. The plaintiffs allege that they cannot legally carry out the terms of the pur-

chase. They ask that an injunction be issued to prevent the sale of any of the notes to third parties pending a trial of the action.

Among the buyers visiting here the past week were: Mr. Spelger, of Spelger & Hurlbut, Seattle, Wash.; Mrs. Hugo, with Turner Hardware Co., Modesto, Cal.; Mr. Baggerly, with Pickard China Co., Chicago; A. J. Smith, of McKee Glass Co., Jeannette, Pa. and Mr. Keith, with C. Henncke & Co., Milwaukee.

JOTTINGS FROM BOSTON.

JEROME JONES, of Jones, McDuffee & Stratton Co., is being congratulated on the fine appearance which the Boston Custom House tower now is assuming. He was chairman of the joint committee appointed by the Merchants' Association and the Chamber of Commerce in 1908 to promote the enterprise and it is largely due to his labors with this committee that the plans for a tower were adopted and the appropriation of nearly \$2,000,000 for its erection was secured. "The old Custom House which this tower is to supplement and continue was completed in 1847 and was for years one of the architectural gems of Boston," says Mr. Jones. "The demands of commerce and traffic outgrew its quarters years ago, but not until 1908 was any organized effort made to replace or enlarge it. In that year the situation became serious. The inadequacy of the old building as a Custom House for present-day Boston was embarrassing. The committee took the matter up with Congressman Weeks and was supported by Senators Crane and Lodge. We learned that there was no bill for new buildings, but that an appropriation could be had to repair or remodel old ones. Various suggestions were received. The tower plan was suggested. Conference was had with James Knox Taylor, supervising architect of the Treasury Department, at Washington, and Peabody & Stearns, of Boston, were asked to cooperate in working up a plan to accomplish the tower effect and gain the increased floor space desired without destroying the old building with its massive columns (that were brought in the old days from Quincy quarries, each with thirty yokes of oxen) and with this old structure as a base, uprear a tower of twenty-eight stories." The building is expected to be ready by fall and Mr. Jones says that he has heard good judges declare that entries then can be made with greatly increased facility.

On Tuesday evening John Shepard, jr., president of the Shepard, Norwell Co., gave a dinner to the buyers and heads of departments of the store at the Algonquin Club. This gathering was a return of the favor extended to Mr. Shepard a year ago. Among the specially invited guests were former Mayor Fitzgerald, D. B. Strickland, Frederick Atkins, the New York buyer for the company, and J. S. Laundry, Mr.

Chandler and Mr. Russo, the last three of Providence, R. I. Eighty were present.

John Finnerty has been appointed purchasing agent for the Gilchrist Co., succeeding Mark Cleaves, who resigned a short time ago.

Solomon P. Stratton, of Jones, McDuffee & Stratton Co., has leased the W. B. Williams Cottage at Magnolia on the beautiful North Shore for the summer of 1914. This is the place that Mr. Stratton had last season.

R. D. Watters, merchandise manager in the housefurnishings department of the Jordan-Marsh Co., is back from a European trip.

J. Guy Hawthorne, china and glass buyer at Jordan-Marsh Co.'s, has returned from a buying trip to Europe, during which he visited the new English fair and the German centres.

Frank Chase, of Chase & Francis, met with an accident the other day and has been away from the sample rooms of the firm for several days. Charles B. Ott, vice-president of the Eagle Glass and Manufacturing Co. of Wellsburg, W. Va., visited the company's New England representatives, Chase & Francis, the other day.

Mitchell, Woodbury Co. has just added two English hotel stock patterns in the latest designs. One is a line combination with ornaments which is expected to make a hit with the trade. The company's traveling men are unusually active at present. M. Frank Biggins is on his northern trip, Robert Corey is back from Vermont and New Hampshire, and William J. Kelly has returned from New Hampshire and is off again to southern Massachusetts. The men have booked excellent orders.

Harry M. Hollander, for eight years buyer of china and glass for the Siegel Cooper Co., Chicago, is expected to arrive here late Monday and will take up his new duties with W. & A. Bacon Co., on Tuesday morning. He will be buyer of china, glass, housefurnishings, trunks, bags and baby carriages.

J. P. Gordon, with Jones, McDuffee & Stratton Co., has returned from a short trip to Pittsburgh.

T. Barker, housefurnishings buyer for R. H. White Co., is back from a business trip to New York city.

J. A. Donovan, china and housefurnishings buyer for Robertson, Sutherland & Co. of Lawrence, was in Boston the other day on his return from a buying trip in New York.

The quietness of the Easter season is about over. Buyers in increasing numbers are expected along next

week. The traveling men who have been out calling on the trade have brought in or sent in some good orders this week, thus keeping the ball rolling. Here are some of the buyers who did come to town: Henry J. Martin, of the Barton Co., Manchester, N. H.; David Dias, David Dias & Co., Clinton; A. B. Smith, president of the L. J. Sherwood Co., Caribou, Me.; J. E. Bostock, Taunton; Frank Lamson, Exeter; Frank H. Lougee, Lougee, Robinson Co., Laconia, N. H.; Mr. Titus, of Titus & Buckley, Salem and Lynn.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week: A S Hunter, hf, t, A S & T Hunter, Utica. 221 Fourth ave.
J A Keller, hf, Denholm & McKay Co, Worcester. 2 Walker.
G Louis, t, Woodward & Lothrop, Washington, D C. 334 Fourth ave.
H T Grund, t, Marshall Field & Co, Chicago. 104 Worth.
E H Wade, hf, c, t, W M Whitney & Co, Albany. 41 Union sq.
D Gradwohl, t, R Weill & Co, San Francisco. 15 East Twenty-sixth.
B Martin, hf, and D J Owler, t, Callender McAuslan & Troup Co, Providence. 2 Walker.
A J Kline, hf, Dives, Pomeroy & Stewart, Harrisburg. 2 Walker.
R J Calm, hf, Dives, Pomeroy & Stewart, Reading. 2 Walker.
F L Stewart, hf, c, t, Forbes & Wallace, Springfield, Mass. 2 Walker.
C H Kuhlman, The Fair, Cincinnati.
H M Phillips, hf, c, Dives, Pomeroy & Stewart, Pottsville. Pa. 2 Walker.

BUSINESS BRIEFS.

A Woolworth five and ten cent store will be opened in Columbus, Ind., within the next month.

William F. Boughton sold his five and ten cent store at Glen Falls, N. Y., to Joseph M. Bosillon.

The F. W. Woolworth Company has declared the regular quarterly dividend of 1½ per cent on the common stock, payable June 1 to holders of record April 19.

F. Euler & Co., New York, objected to the Collector's classification of decorated glass aquariums and accompanying wool felt mats, which were returned for duty under the woolen schedule of the old law at 44

cents a pound and 60 per cent ad valorem as felts not woven. The articles were claimed to be properly dutiable as entireties at 60 per cent ad valorem under Paragraph 98 as decorated glass. The assessment by the Collector is affirmed on the ground that the mats are not necessary parts of the aquarium.

The Peerless Cut Glass Co., Manhattan, was incorporated with a capital of \$5,000. Joseph Hinsberger, Morris B. Solomon and Abraham Solomon are the incorporators.

The Allen Cut Glass Co., Johnstown, Pa., though only a little over a year old, have declared a six per cent dividend, and are contemplating the erection of a new building.

B. J. Fryatt Department Stores, East Rochester, N. Y., was incorporated with a capital of \$100,000. The incorporators are B. J. Fryatt, E. R. Fryatt and H. C. Eyer.

The Burr Stores Co., Manhattan, was incorporated with a capital of \$250,000, to conduct a general department store. The incorporators are C. H. Burr, N. H. Busey, Jr., and C. F. Haight.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

to	Shipments monthend'g Mar. 26, '14	Correspond- ing period 1913	Exports Jan. 1 to Mar. 26 '14	Correspond ing period 1913
New York	665	1010	1546	2094
Boston	1005	754	2312	2599
Philadelphia.	754	462	2136	1790
Baltimore.....	347	264	663	659
San Francisco ..	58	135	197	341
New Orleans. . .	....	14	26	35
Portland (Me.)..	60	138	166	313
Galveston ...	229	288	691	963
Newport News...	21	18	84	12
Portland (Or.)..	....	5	....	69
Inland Points	9	31	187	198
Total	3139	3113	8008	9073

From the Freight and Shipping Circular of John Edwards & Co Liverpool.

to	Shipments weekend'g Mar. 28, '14	Correspond- ing period 1913	Exports Jan. 1 to Mar. 28, '14	Correspond ing period 1913
Boston	184	190	2671	2724
New York	169	129	1733	2183
Baltimore. ....	....	109	684	872
Philadelphia. ...	208	18	2300	1790
New Orleans.....	....	....	206	317
Newport News...	3	....	273	341
San Francisco ..	12	135	706	1060
Portland (Me.)..	21	....	113	12
Galveston .....	....	....	26	35
Portland (Or.)...	....	19	....	96
Inland Points...	....	....	99	136
Total..	665	600	8811	9566

THE METROPOLITAN MARKET

The spacious sales room of the Cut Glass Products Co., rooms 208-210, Fifth Avenue Building, presents the most pleasing appearance with its new fixtures of rich mahogany and pretty decorations and is in keeping with the other high grade show rooms in the building; in fact, it will easily rank with the handsomest in the trade and makes a beautiful setting for the vast array of dazzling cut glass samples. The company has just announced that it will represent the Empire Cut Glass Co., Flemington, N. J., in the New York District, and that a variety of special sale items have been added to the line, the same high standard quality being maintained.

The Novelty Basket Mfg. Co., of 2 West Twenty-third street, have moved their factory to larger and more convenient quarters at 80 West Houston street. The office and salesrooms will remain at the Bartholdi building.

A charmingly effective new pattern being displayed by A. Gredelue in Baccarat glassware is a richly encrusted gold wide band shown in a full line of stemware and center pieces in entirely new shapes originated by Mr. Gredelue and which reflect great credit upon his ability as a designer.

A recent arrival of new samples from the Economy Tumbler Co. now being shown by local sales manager Thomas G. Jones includes many specialties in a variety of unique designs that are sure to win the appreciation that they deserve. Marmalade jars, jugs, vases and numerous other articles are shown in artistic etchings and copper wheel engravings, and several needle and plate etched border designs that are quite different in treatment from those usually seen are shown in stemware on new shapes. Three that might be mentioned as particularly worthy of notice are known as "194," "197" and "726."

An unusually large display of plaques in terra cotta and china, in a great variety of designs, is being shown by Strobel & Wilken Co. at popular prices. Many new coloring effects are used. Another line

which the concern is particularly strong on is odd cups and saucers, shaving mugs, etc., decorated with fraternal society emblems.

Nothing more artistic has been seen than the new samples in silver deposit ware turned out by the J. D. Bergen Co. They include a vast display of all sorts of articles for table and other uses. The patterns are executed on heavy engraved silver, with designs engraved on the glass to match.

The entire glass service used by Lord & Taylor in their restaurant and which has brought forth so many expressions of admiration from their patrons is from the Seneca Glass Co., Wheeling, W. Va., and was furnished through Cox & Lafferty, the concern's representatives.

De la Croix & Lemcke have a display of cut glass from the different concerns represented by them that ranges in price from the cheapest to the best. Many novelties were noticed among the samples, and some strictly original patterns, one of which was a combination bird and floral design; another was a unique wild rose pattern showing a charming arrangement that is extremely effective.

Theodore Frankel has received a number of new articles from the Fenton Art Glass Co., among which are some pretty ruby colored vases shown in a variety of sizes and shapes. It is an unusual color for items of this character.

Paul Joseph, representing the Duncan & Miller Glass Co., Washington, Pa., has moved to 90-92 West Broadway where he has taken a very handsome loft on the third floor facing West Broadway.

The new designs that were brought out this season in open stock dinnerware by L. Bernardaud & Co. were valuable additions to the line, as proven by the success that has already been attained by them. The excellent taste that always characterizes the products of

this concern is in evidence as usual in these patterns. Particularly noticeable among them is a very neat conventional narrow border of daintily colored flowers, on a ground of dark blue, shown on the Puritan shape. Another tasteful design is a narrow border of royal blue in combination with a gold decoration in a lace effect.

The Electrical Decorative Flower Co. are showing some new and unusually attractive vases and table centres with Reed craft baskets, furnished with fire-proof flowers. Good materials only are used and the prices are low. A table decorated with these baskets presents a very handsome appearance. They are displayed at the office of the Novelty Basket Mfg. Co.

The DeMuth Glass Mfg. Co., manufacturers of fish globes, clock covers, tubing, etc., whose salesroom is now located at 247 West Broadway, will remove on May 1 to 86 Park Place, where they will occupy one of the floors being vacated by Paul Joseph.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending April 14, 1914.

ANTWERP		
4 packages glassware.....	C J Dierckx	
4 " "	Graham & Zenger	
4 " "	Strobel & Wilken Co	
18 " "	Miscellaneous Orders	
19 " earthenware	Bawo & Dotter	
44 " "	O Goetz	
41 " "	L Straus & Sons	
10 " "	L D Bloch & Co	
7 " "	Vogt & Dose	
71 " "	Geo Borgfeldt & Co	
27 " "	Strobel & Wilken Co	
28 " "	Miscellaneous Orders	
2 " toys.....	Strobel & Wilken Co	
61 " "	Miscellaneous Orders	
BREMEN		
39 packages glassware.....	Strobel & Wilken Co	
2 " "	A Steinhardt & Bro	
8 " "	Miscellaneous Orders	
47 " chinaware.....	Strobel & Wilken Co	
14 " toys..	Geo Borgfeldt & Co	
143 " "	Strobel & Wilken Co	
1 " "	Miscellaneous Orders	
COPENHAGEN		
3 packages earthenware.....	Fensterer & Ruhe	
15 " "	Miscellaneous Orders	
23 " toys.....	Geo Borgfeldt & Co	
HAVRE		
16 packages earthenware	L Straus & Sons	
28 " "	Justin Tharaud	
14 " "	Haviland & Abbot Co	
68 " "	Herman C Kupper	
152 " "	Theodore Haviland & Co	
8 " "	Miscellaneous Orders	
3 " toys...	Strobel & Wilken Co	
HAMBURG		
41 packages chinaware.....	Strobel & Wilken Co	
28 " glassware.....	"	"
114 " toys	"	"
LONDON		
8 packages toys	Strobel & Wilken Co	

LIVERPOOL		
27 packages earthenware.....	W S Pitcairn	
12 " "	H Creange	
8 " "	J H Venon	
16 " "	Bawo & Dotter	
26 " "	Maddock & Miller	
5 " "	Meakin & Ridgway	
21 " "	E Boote	
19 " "	H C Edmiston	
13 " "	H R Churchill	
6 " "	Strobel & Wilken Co	
71 " "	Miscellaneous Orders	
16 " toys.....	Geo Borgfeldt & Co	
14 " "	Strobel & Wilken Co	
5 " "	Miscellaneous Orders	
ROTTERDAM		
47 packages earthenware	Geo Borgfeldt & Co	
16 " "	L D Bloch & Co	
85 " "	L Straus & Sons	
103 " "	Miscellaneous Orders	
67 " toys.....	B Illfelder	
257 " "	Miscellaneous Orders	
TRIESTE		
4 packages toys.....	Strobel & Wilken Co	
YOKOHAMA		
44 packages earthenware.....	Tajimi Co	
54 " "	Motimura Bros	
80 " "	Japan Import and Export Co	
893 " "	Miscellaneous Orders	

IMPORTS AT PORT OF BOSTON.

LIVERPOOL		
9 packages earthenware.....	Jones, McDuffee & Stratton Co	
111 " "	Mitchell Woodbury & Co	
10 " "	The Rowland & Marcellus Co	
7 " "	Meakin & Ridgway	
1 " "	Richard Briggs Co	
28 " "	F W Woolworth	
13 " "	Miscellaneous Orders	
BREMEN		
14 packages earthenware.....	Geo Borgfeldt & Co	
8 " "	Miscellaneous Orders	
CHINA AND JAPAN		
19 packages earthenware.....	Jones, McDuffee & Stratton Co	
HAMBURG		
2 packages chinaware ..	Strobel & Wilken Co	
4 " glassware.....	"	"
6 " toys	"	"

AN AID IN KEEPING APPOINTMENTS.

A DEPARTMENT store in Seattle has recently installed a new item of service for the convenience of its patrons. Although the store has ample waiting rooms, many customers plan to meet at the street entrance. Near this entrance, on a shelf, has been placed a ledger, in which friends may write messages to one another in cases of conflicting engagements. For example, two shoppers may have made an appointment to meet there at 1 o'clock. One shopper waits until 1:30, and then writes in the ledger: "I have waited a half hour for you. You will find me in the crockery and glass department." Shoppers have become accustomed to looking over this ledger, to save time and annoyance.

Illuminating Devices.

Hanging, Stand and Portable Lamps; Lighting Glassware, indirect and semi-indirect; Domes, Shades, etc.

DURING this season of building activity a great many of the manufacturers are bidding for contracts for supplying lighting glassware, and according to reports from the different concerns throughout the



BY THE PITTSBURGH LAMP, BRASS AND GLASS CO.

trade they are all getting their share of business and seem very well satisfied with conditions. The semi-indirect fixtures are given the preference in a great many instances. The general line, however, is not very brisk.

O. O. Friedlander is exhibiting at his salesrooms a new line of imported illuminating glassware which he recently became the American representative for. It is an excellent quality glass called "De Lucien." It is dull finished and is shown in several very delicate colorings, with finely engraved classic, floral and other designs. It is made in all sizes and in a variety of shapes in semi-indirect bowls with shower shades to match.

Salesmanager Joseph Frechie has secured for the Pittsburgh lamp, Brass and Glass Co. the contract for

supplying the S. Herbert building, 25 West Thirty-third street, with "Delica White" glass semi-indirect bowls, which will be used throughout the building. He has also closed an important contract in which the "Delica White" glass is specified for a large building on the opposite side of the street at 14 West Twenty-third street.

The Pairpoint Corporation have brought out a larger line of electric portable lamps than ever this season, embracing many novel shapes and designs that are attracting a great deal of attention. They are made in all finishes with hand painted shades in scenic, floral designs and silhouette effects that are extremely dainty.

Never before has the Bawo & Dotter lamp department been as attractive as now, every available space being filled with new samples, which include several lines that have not been shown in this country before.



BY THE TURNER & SEYMOUR MFG. CO.

Among these is a portable lamp with a massive base of armor bronze composition made in several exceptionally

pretty designs, these are shown both with glass and silk shades, and may be had in either Roman, gold or bronze finish. They are also showing a number of specials, one of which is an attractive piano lamp, made in both brushed brass and Flemish finish, that can be retailed for \$5 with a good profit for the dealer. This is a production of Bawo & Dotter's own factory.

WHY THE VASES WERE VALUABLE.

THERE'S a china expert in one of the large department stores here who has an amusing little trade of his own on the side. It is nothing more nor less than deciding the value of rare china or glassware broken by careless servants or packing houses.

"It requires a lot of diplomacy, too," he said, with a laugh. "No so very long ago I was called in to arbitrate between an irate householder and one of the big moving firms. She said with sobs that the mover had broken a pair of vases which she valued at \$100. The movers, although willing to make restitution, considered the sum exorbitant. Well, I looked at the pieces and found the value about \$25. I told the woman so quietly.

"I know that," she sobbed, 'but they belonged to my mother-in-law, and my husband will think I made the men do it purposely unless I get a lot for them.'

"And it was not until the men had promised to prove they had done it accidentally that the lady was content to accept the \$25.

THE ANNUAL CALL.

"IT isn't the call of the wild," said the business man, "nor the call of the tame; it's just the call of vacation time. I find my work now dragging on me; it takes me twice as long to do anything now as it did a month ago, and I don't do it half so well. As a matter of fact, I don't feel like doing a blessed thing; that is, in the way of labor. I could loaf or I could play with great strenuousity, but on my labor side I am all run down. What I want and need is a change. I want to go on my vacation.

"We wind up our labor machinery to run just about so long, about one year; and after that we need a complete rewinding. Sleep will check the unwinding of the spring, and even wind it up again sufficiently to keep us going from day to day for the period the clock is intended to run, but when it comes to the end of the year we are all uncoiled, and then there's nothing to do but to wind up completely again, which we do automatically on our vacation, the power we develop in loafing or play being stored in the spring.

"I have known men who never took a vacation and who yet, working along thus steadily without a

break, did their work well; but I am convinced that it doesn't pay. And I am satisfied that the men who do keep plugging along and doing their work well, without taking any vacation at all, pay for it in the end.

"So I think everybody ought to have a vacation, but I do think that perhaps many of us think too much about it and wind ourselves up for the year with too narrow a margin left over. You see how this sort of thing operates with a good many people in their winding of themselves for a day's work; they stop all of a sudden and go all to pieces the minute the whistle blows. You can't get a lick of work out of them after that.

"And it's so, I fear, with many of us about our vacations; we want to go when our time comes and we're no good after that."

NEW HOTEL AT WHEELING.

THE new Hotel Windsor, at Wheeling, W. Va., will be ready for guests about May 15. It is an entirely new structure, absolutely fire-proof, twelve stories high with 230 rooms, 186 of which have private baths. All have hot and cold water and every floor has circulating ice water, toilets and lavatories. The building is heated throughout by steam. It is the latest thing in beauty, comfort and convenience in hotel appointments—rathskeller, tea room, parlor, palm garden, rest room, roof garden, banquet hall, ball room, cozy lounging rooms and all the necessary features of a first class



hotel, including automobile service, a billiard room, barber shop, news-stand, etc. But the main things for the traveling man are the specially designed sample rooms and a good table. The last is an assured fact. Mr. E. B. Carney, the president of the company, is a hotel man *per se* and knows that a traveling man must have a good sample room and good things to eat. He has always furnished the latter and is now able to provide the former. The prices will be reasonable. The location could not be better. It is right in the heart of the wholesale district on one side and the retail district on the other. It is one block from the Pennsylvania station, commands a magnificent view of the river, Wheeling Island and the beautiful hills on the Ohio side.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity Arrangments have been completed by the Pittsburgh Lamp, Brass and Glass Co. for the opening of a new and larger sample room in New

York, at 35-37 West Twenty-third street May 1. Harry W. Ross, of the sales department, has been spending some time in New York, completing arrangements for the opening of this display room, which will be on a par with the large Pittsburgh sample rooms of this concern.

The United States Glass Co. has begun manufacturing lighting glassware. This department is under the management of Frank E. Freese, formerly credit manager of this company. This line, which is an added product, is made in several Pittsburgh factories. New and exclusive molds are used, and the line will consist of both gas and electrical goods. The first pieces of these lines have been placed on display in the sample rooms here.

A falling off in the sale of bar glassware is going to be felt, and is accounted for by many counties throughout the country going into the "dry" column this year. The result of the elections in Illinois has been the subject of much comment among the bar glassware manufacturers.

Lighting glassware factories report considerable activity in the sale of those lines. The spring building season has brought much new work to the front, which means an increased demand for both gas and electric installations.

The proposition to form a company to operate an idle glass factory at Avonmore, Pa., has not been cast aside, as had been supposed.

The Higbee Glass Co., of Bridgeville, Pa., are enjoying a very active season. Their entire line is having a good sale and the plant is being operated to capacity.

Work upon the construction of improvements at the Monaca (Pa.) plant of the Phoenix Glass Co. has started.

As previously announced, the company plans to have the additional capacity ready for operation during the coming summer. Most all of the skilled workmen from the Washington, Pa., factory of this company will be transferred to the Monaca works.

The demand for soda tumblers continues light. As previously announced, the trade bought sparingly in January, and on account of the new selling list of the lead line they have been buying lime goods. Manufacturers hereabouts are reporting a quiet trade, generally speaking, in soda fountain supplies.

It is reported that the Wheeling Tumbler Co., Warwood, W. Va., will be purchased by a company of Eastern capitalists.

The Sanitary Glass Milk Bottle Co., of which W. G. Edmunds, of this city, is at the head, has just completed its organization and will erect a large plant at Clarksburg, W. Va. The plant will cost about \$50,000.

The entire plant of the Ohio Flint Glass Co., of Lancaster, O., has just been sold to the Midgley Tire and Rubber Co. Owing to the works being idle, the plant, buildings, real estate and machinery, appraised at over \$100,000, were purchased at an unusually low figure.

The largest sand plant in Ohio, and probably the largest in the United States, has been opened at Silica, in Lucas county, by the Toledo Owens Glass Sand Co.

Nicholas Kopp, of the Pittsburgh Lamp, Brass and Glass Co., has been granted a patent on a hook for ceiling domes which is attracting considerable attention among the factory assemblers and lighting glassware dealers.

After being closed down for repairs, Factories 1 and 6 at the Whitney Glass Works, Glassboro, N. J., are again in operation.

FOUNDED IN 1874.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, APRIL 16, 1914.

INDICATIONS OF SOUND CREDIT.

CREDITS are far more important to the general welfare than the average man appreciates. Fully ninety-five per cent of the total transactions between buyer and seller are on credit terms, and the system has become exceedingly complex.

The safety of business depends on sound credits, and the soundness of credits depends on the way in which the confidence expressed in the credits is respected and honored by the party receiving them. Failure on the part of one to whom credit is extended to appreciate that something is expected of him to preserve its integrity—that an obligation has been created which he must live up to—hurts confidence. And this obligation involves more than an intention to pay. It presumes that the receiver of credit is not only honest, but has respect for good order and system in business—one of the best assurances of being able to pay. Proper regard for good order in business is very important in the modern credit system, because very few sellers meet their customers face to face.

Credit granting is influenced by the manner in which a merchant handles his business routine, and no one can persist in bad business practices without his acts becoming generally known throughout the trade.

Among these nothing exerts a more unfavorable influence on the one who gives credit than for the one who receives it to be neglectful or indifferent in acknowledgement of letters. This is the one way which, in the absence of personal acquaintance, a creditor may size up a debtor, his impressions being largely de-

termined by the promptness and tone with which the buyer handles his correspondence.

All letters from a creditor, no matter how unimportant they may seem, are entitled to prompt acknowledgement, especially those that relate to a past due account, the extension of credit, terms, purchase and shipments, and an explanation promptly made if the debtor is unable to fulfill the terms of his contract, expressed or implied.

PERSONAL.

WHEN fire broke out in the Florida Hotel at Jacksonville on April 2, C. B. Morgan, who travels for John H. Roth & Co., Peoria, Ill., was a guest of the house. He was in his room when a porter notified him of the danger. His only way of escape was by way of the roof of the piazza. A woman jumped from the floor above, landing near him. She broke her leg and he assisted in lowering her to the ground. He then went to the main stairway and after assisting several women to safety he was overcome by smoke and was rescued by the firemen. Several trunks of sample china and cut glass, his order books and his clothes were burned. He was lionized for his courage and efficiency in a time of great peril.



S. Yamamoto, one of Morimura Bros.' buyers, returned on Friday from Japan, where he has been since last Fall. He left here September 3. He says that conditions were rather quiet in Japan, but were reviving, as the factories were beginning to get orders for 1914 deliveries.



James Davison—good old brother James—celebrated his sixty-ninth anniversary on April 15. You have to say it loud and quick, because no one would take him to be a day over fifty.



H. R. Churchill has been serving on a Federal jury. He was called on Monday, April 6, and was on one case from that time till Thursday. The case was not concluded till 9:30 Thursday night.



Fred. J. Classen, who is conceded to be one of the most popular cut glass salesmen calling on the trade, has become identified with the Cut Glass Products Co. and will travel his old territory with the Empire Cut Glass Co. line—the recent acquisition to the lines which the former company represents.



Wm. Robertson, president of the John A. Nelson Co., has leased a handsome home in Catskill, N. Y., where he will locate permanently about May 1. Thereafter Mr. Robertson will divide his time between the

factory, which is located in Catskill, and the New York office.



C. H. Farrell is spending this week in Boston calling on the trade there with the John A. Nelson Co.'s line of cut glass.



Henry E. Warnecke, representing Henry Creange's line, left Monday night for a long trip through the West. This will be his initial trip in Mr. Creange's service.



John E. Plummer, the popular representative of Graham & Zenger, left on Wednesday for a several months' trip to the Coast and through the South.



Walter R. Hard, of Manchester, Vt., is here on his customary buying trip preparatory to the opening of the summer season. Mr. Hard expects good business at all the local stores on account of the National Golf tournament which is to be held in his city and which will bring throngs of golf enthusiasts from all over the country. This added to the usual large number of warm weather visitors will insure conditions that are bound to be prosperous.



R. A. Cavanaugh, buyer for A. Lisner, Washington, D. C., is one of the buyers in the market this week. He is accompanied on his trip by Mrs. Cavanaugh.



The many friends in the trade of Joseph Moore, who was for so many years connected with A. D. Matthews' Sons, Brooklyn, as china and glassware buyer and who resigned his position with that concern several weeks ago, will be surprised to learn that he has accepted the position as buyer for the Denver Dry Goods Co., Denver, Col. and left for that city on Wednesday. He will assume his duties on Monday. He succeeds H. Olsen, who it is understood has not as yet made any arrangements for the future.



James Shaw, of the Canonsburg (Pa.) Pottery Co., left Friday and Saturday with his New York representative, H. Benedikt.



Ed. Craig, sales manager of the United States Glass Co., left on Monday night for a week's trip to the factory at Pittsburgh.



B. F. Hunt, formerly of this city, but who is now resident purchasing agent in Europe for F. W. Woolworth, favored us with a call the latter part of the week. It is fifteen years now since Mr. Hunt went to Europe to live and he has not been in New York for something over five years. He arrived here a little before Christmas, going to his former home in Boston, and was obliged to extend his visit to America because of a severe illness of his wife. She has now recovered and

they will sail for Europe on May 20. Mr. Hunt looks remarkably well; the fifteen years abroad having passed lightly over his head.



J. L. Bradshaw, of Stratford, Canada, returned on the Carmania on Friday from his annual European buying trip. Mr. Bradshaw and L. D. Merrick, of Berlin, Canada, have made their European trips together for many years back, but Mr. Merrick on account of business duties was compelled to return in advance of his friend, and arrived home about ten days ago.



Senator N. B. Scott, president of the Central Glass Works, Wheeling, W. Va., came home Tuesday on the steamer Rotterdam from a cruise in the Orient. "Scotty," as he is affectionately called by his friends, is as genial as ever, and says he had the time of his life. Physically the trip has been of immense benefit. He says he feels at least ten years younger.



Henry Creange left on the Imperator on Wednesday for his annual summer trip abroad. While away all the factories represented by him in this country will be visited.



After spending several weeks enjoying the delightful climate of the sunny South, at Walton, situated on the Indian River, Florida, C. H. Taylor, president of the Jewel Cut Glass Co., returned home on Saturday and is again hard at work at his office in the Fifth Avenue Building.



Howard Fry was in New York last Friday and Saturday conferring with F. W. Gardner of the Cut Glass Products Co.



George W. Pollock, in the employ of the Jersey China Pottery Co., Trenton, N. J., proved himself a hero one day last week. A little boy named Harry Titus had his clothes set on fire from a bonfire and was a flaming torch in a few minutes. Pollock wrapped the boy up in his coat and succeeded in extinguishing the flames. The boy was badly burned about the limbs, but was not seriously injured.



President Richard Kohn of the newly incorporated Consolidated Cut Glass Co., which has just erected a large factory at Suffern, N. Y., announces that A. R. Von Colson, a former representative of the J. D. Bergen Co., has been engaged to travel through the Southern territory for his concern and will start on his initial trip about May 1, with six trunks of new samples.



Frank S. Warren, who is in charge of the English ware department for Maddock & Miller, left last week for a month's trip through the New England States, taking the place of the concern's regular representative

in this territory, Wm. E. Nye, who was forced through illness to take a rest and is now at his home in Moravia, N. Y.



Kenneth P. Lockitt, representing C. Dorflinger & Sons, returned on Tuesday after a two months trip calling on the trade in New York, Pennsylvania, Ohio, West Virginia and part of Maryland.

AT CHICAGO.

FRANK B. TINKER, of the Chicago office of the Cut Glass Products Co., had a display at the Iowa State Jewelers' Convention on the 14th and 15th of April held at Des Moines.

* *

E. G. Sikes, Bellfontaine, O., was a recent buyer in Chicago getting stock of jewelry and cut glass for his new store to be opened soon at Cambridge, O.

* *

Edw. H. Fox, Chicago manager for the Phoenix Glass Co., has just returned from a trip to Cincinnati and other points.

* *

George R. Spinney, the ever pleasant salesman of the Chicago office of the Fostoria Glass Co., has recently joined the Sportsman Club of America. Bulletins of what George does from time to time will be given out.

* *

Stein & Ellbogen Co. have increased their space in the Columbus Memorial building by taking the room adjoining their present quarters.

* *

Claude Seymour, manager and vice-president of Otto Young & Co., died at his home, 817 Kenesaw ave., on April 7th. Mr. Seymour was a nephew of the late Otto Young and was associated with him when Mr. Young was with the Fair. At Mr. Young's death Mr. Seymour became the head of the firm.

* *

Hugh E. King is displaying his lines at the Palmer House this week.

* *

Ray J. Morgan made a trip to St. Paul and Minneapolis last week.

* *

Otto P. Slyde, former representative in Chicago for the Keystone, has taken the representation here for the Kienzle Clock Co.

* *

J. M. Bennett, Minneapolis, was a recent visitor in Chicago, calling on Hugh E. King, who is sales agent for Mr. Bennett in the sale of the Scout's compass watch.

* *

Harry Hollander leaves Siegel, Cooper & Co. this week to accept a position with Bacon & Co., Boston.

His place here will be taken by Adolph Schnagel, formerly with the Jewel Tea Co.

* *

Arthur Harrison, Chicago manager for Gleason Tiebout Glass Co., has returned from an extended trip South.

* *

W. E. Hunter, president of the Economy Tumbler Co., visited the office of Earl W. Newton, the Chicago representative of the company.

* *

George H. Bowman & Co., Cleveland, recently opened an office in Chicago in charge of Jack Wilson. Mr. Bowman and Will Oddie were in Chicago last week looking over the situation.

* *

The offices of Kelly & Reasner and of the W. Darden Co., across the hall from each other in the Atlantic building, were broken into last week, but the intruder only succeeded in damaging the desks, which were repaired open.

* *

Will Darden is making a trip this week to Kansas City, St. Paul and Minneapolis.

* *

The entertainment committee of the Chicago Association of China, Glass and Allied Trades report that big plans are under way for the dinner-dance to be given at the Sherman House on the evening of April 23rd. A poster headed "An Evening of Jollity," is being sent broadcast. A very large attendance is anticipated, as this will be the last meeting until next fall.

OBITUARY.

SAMUEL BURNS, the old-time crockery dealer and friend of the traveling man, Omaha, Neb., died April 6. He was probably the best known wholesaler in the West. He was in the business for fifty years. His visit to New York last year was the first in years and he at that time spent an hour in our office. He was a character. Strictly upright and honorable, he had certain peculiarities which marked him. A few years ago he had a big china dog placed in the front of the store labeled "I am Sam Burns' dog. Whose dog are you?" He was universally called "Uncle Sammy" and it was his custom to ask every salesman calling on him if he needed money. He claimed to have loaned thousands of dollars to traveling crockery salesmen and never lost a cent. He was about seventy-six years old. He was born in Ireland, and coming to this country while still a lad entered the employ of his uncle, with whom he learned the china business. In 1861 he started his own business of Ketcham & Burns in Omaha. Later he bought out his partner, continuing the business until 1909, when he sold to J. L. Brandeis & Son; but his interest in the business was so great that he was at the store until his failing health caused him to retire.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity The decrease in the value of imported ware during February from that of the same month for 1913 is reflected in the increased volume of business now being offered domestic manufacturers. The importations for January last show approximately a loss of \$50,000, as compared with January 1913.

C. J. Davis, formerly general manager of the Ohio China Co., at East Palestine, O., has disposed of his financial interests in that organization and is now at the head of the National Tire and Rubber Co., whose plant is just across the railroad from the pottery.

Mark J. Donaldson, who represents the Homer Laughlin China Co. in the southwestern territory, has returned home after a very busy trip in that section. He will remain at the home office in Newell several weeks before starting out again.

Arrangements were completed here this week whereby pottery manufacturers will be able hereafter to receive and consign shipments by river without having to pay wharf charges here. J. W. Hubbard, of the Ohio and Mississippi Navigation Co., will place a large wharf boat here, which will be free to the manufacturers. The result will be increased shipments of domestic ware from this market via river to southern buyers.

D. E. McNicol, head of the pottery of that name, is confined to his home with a severe attack of grip.

H. L. Laufman, manager of the art department of the Albert Pick Co., of Chicago, spent a few days in the district last week, looking over the different plants and gathering some personal information about the trade. His concern operates a kiln to fire the art ware.

Potteries at Sebring, O., are running to their capacity and during the past two weeks a new record for the production of glaze kilns was made. The five potteries here, in two weeks' time, fired off a total of fifty-four glazes. The French China Co. topped the list with

fourteen kilns; Sebring Pottery Co., twelve; E. H. Sebring China Co., ten; Saxon and Limoges, nine kilns each.

W. C. Browne, of the sales force of the Potters' Co-Operative Co., has returned to the home office from an extended western trip. He found trade in an excellent condition. H. A. McNicol, president of the company, has returned from West Baden, Ind.

W. L. Young, eastern salesman for the Smith-Phillips China Co., spent a few days at the home office this week. The salesmen of this concern have been off the road for a few days, but will start on their late spring trips shortly.

Some of the manufacturers reported collections a little quiet during the last few weeks. It is said, however, that returns are in excess of shipments.

Among the commodities in which there have been sharp price advances since the tariff was reduced by the Underwood-Simmons bill, is china clay, extensively imported by the potters. While the duty on china clay was reduced \$1.25 a ton, manufacturers are paying 50 cents a ton more. Pottery manufacturers under the previous tariff law paid a duty of \$2.50 a ton on china clay. The Underwood bill reduced the duty to \$1.25. Instead of being benefited by the reduction, not only have producers of this clay increased their price, but also ocean transportation companies have taken advantage of the difference of \$1.25 a ton by adding 50 cents a ton to the freight charges. Manufacturers recall that champions of the Underwood bill promised that the reduced tariff duties would mean reductions in prices of raw materials. As a matter of fact the increased price of the producer and the higher freight charge makes the clay cost 50 cents a ton more than before the duty was cut in half. Oxide of cobalt, also used by potters, was dutiable at 25 cents a pound under the former schedule, and last year was supplied to manufacturers at 90 cents a pound. The Underwood bill makes the duty 10 cents and the price has been advanced to \$1.15.

The prediction is made that the price will this year go to \$2.50 a pound. The world's production virtually has come under one control, and it is the intention of the producers to bring up the price of cobalt to the same high level that it commanded some few years ago.

* *

The decision of the Interstate Commerce Commission, which gives the railroads permission to charge for the spotting of cars, is not looked upon with much favor by the pottery manufacturers here. The charge of twenty cents per ton, car weight, for spotting both in and out-bound cars, will amount to an increased revenue for the railroad of thousands of dollars annually. It has not been so very long ago since the switching charge of \$1.25 per car was advanced in this district to over \$3.00 a car. It is just such items as these that greatly add to the cost of manufacturing in the pottery trade.

* *

A pottery costing between \$30,000 and \$40,000 it is said will be built in Dallas, Tex. The name of the concern is withheld.

* *

Evers H. Sebring, of the E. H. Sebring Pottery Co., of Sebring, O., who has been spending a season in Florida, has returned to his office. Ray Cliff, of the official forces of the French China Co., of Sebring, who has also been in Florida, has returned to his desk.

* *

The demand for stoneware jugs this season is admitted by manufacturers to be very slow. Packers are buying sparingly, while the liquor trade is holding off until later in the season.

The mold makers have completed a vast amount of work at the Kittanning pottery and expect to have the preliminary part of their work finished soon. The work of making clay started April 3, and the making of ware April 6. The kiln hands reported for duty four days later, and then followed the brushers and decorators. By May 1 the pottery will be running full in all departments.

* *

At a meeting of the board of directors of the Oxford Pottery Co., at Cambridge, O., the contract for erecting the three kilns was awarded to Gamble & Bryan, of East Liverpool, O. Work will be started as soon as possible. Handshy & Son, of Zanesville, have been awarded the contract for the building.

LIGHTING GLASSWARE.

THE selection of glassware for lighting fixtures in a home is a very important consideration. If selected merely for decorative effect, it is quite right to regard simply its beauty of color and appropriateness of design. Glassware can be had to fit any plan and any color scheme, but for practical purposes a great deal of

care must be exercised in its selection, says "Suburban Life." For instance, in the Flemish or mission style the lantern, newel post light and dome are frequently used. The whole thought of these styles calls up rather subdued glow which has led to their abuse in many homes. Now, in the use of a hall light, where a small amount of illumination is required, it is all right to surround the light with a colored glass lantern or newel post globe as the case may be, but not in a living room. Merely for the sake of what you think is artistic, do not obscure the lights in rooms that are to be put to practical use. If you are going to use domes and table lamps to carry out your thought of this style, see that they have enough lamps or gas mantels to illuminate the room, so that the glass in the shades does not absorb the light.

Illuminating glassware is no longer a mere decoration.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for first and fifty cents for each following insertion for each inch of space (40 words). PAYABLE IN ADVANCE.

HELP WANTED.

OLD established firm, manufacturers of light cut glassware want representatives who have years of experience with cut glass and good connections, to handle their lines on commission in the following territory: St. Louis, New Orleans, South States, San Francisco, Seattle, Minneapolis and Northwest States. Address Box 900, this office.

WANTED—A good, live representative for New York State and city, also Philadelphia and Pennsylvania, to handle our lines on commission, by well-established manufacturers of light cut glassware. Must be well known among the trade and have good business following. Address Box 901, this office.

SITUATIONS WANTED.

POTTER with scientific education, German, with long practical experience in stoneware factories, acquainted with entire manufacturing of stoneware and colors, seeks to change his position. Address Fro, 218, care of Rudolf Mosse, Frankfurt, a. M., Oder, Germany.

WANTED—A position where a long experience in the business would be appreciated. Have an extensive acquaintance with buyers all over the country. Address Box 902, this office.

BUSINESS OPPORTUNITIES.

WANTED—By well-known traveling salesman good crockery, glassware and furnishings for southern California. Have established trade with good firms in this territory. Will maintain sample room in Los Angeles. Best of references. Address SALESMAN, 207 Union League Building, Los Angeles, Cal.

FOR SALE.

CROCKERY, glassware, toys and housefurnishing business for sale in one of the best towns in the State. Will inventory about \$4,000, with fixtures about \$700. Clean stock in a modern store room, no better location in the city. Will be sacrificed for account of other business demanding attention. Population about 35,000, growing rapidly. Prosperous section, healthy and progressive. Prompt action essential. Address A. A. MEYERS, Meyers-Westbrook Co., Box 216, Winston-Salem, N. C.

cessory, but an essential part of the lighting fixture. All modern sources are entirely too brilliant to be directly viewed by the eyes, so it is necessary to surround them with globes or shades that will give the most light while protecting the eyes. The question of eye comfort, indeed, depends to a large degree upon the selection of glassware for the lighting fixtures. A side light, for instance, is impossible unless protected not only with a surrounding globe or shade, but by using a frosted or frosted tip bulb or electric light, or cup for the incandescent.

The same thing applies to table lamps. If you want them actually to see by, do not cover them with a heavy shaded glass shade which confines the light and is for decorative purposes only; nor with one that allows the light to glare up into the eyes. Use an opaque shade that will soften the high brilliancy of the light source and at the same time act as a reflector, throwing the light downward and not upward into the eyes. A pretty good test of the lighting diffusion desirable is that it shall be such as to allow comfortable reading from half-tone paper in any position.

Even with overhead lights, unless one of the indirect systems is used, equal care should be exercised in selecting the glassware. Oftentimes a great deal of light is wasted in a chandelier because the globes either allow it to be scattered in all directions or do not admit of enough diffusion. Here, too, the tips of electric bulbs and the cups surrounding the highly brilliant gas mantles must be frosted in order to keep the lights from dazzling the eyes.

Continued on page 22.

AVENIR LIMOGES CHINA

F. W. JENKINS & Co.

*The Hall Building
Springfield
Massachusetts*

The Ideal Cut Glass Co., Syracuse, N.Y.



ATLANTA TUMBLER.
Design Patented.

solicits a share of your business. We can give you prompt, efficient service. We have a strong line of *specials* and complete lines in floral cuttings, including our

DIAMOND-POINSETTA DESIGN,
which is patented.

We will ship, express paid, samples, which may be returned, after inspection, if desired.

F. L. MORECROFT, Secretary and Manager.

High-Class Buildings.

LOW RENTALS.

YOU will find in one of these three buildings any size loft or office space you may require. Offices as low as \$250 per year, including electric light, steam heat, cleaning, service, etc.

KNICKERBOCKER BUILDING,

(16 Stories)

79-83 Fifth Ave., S. E. Corner 16th St.

STUYVESANT BUILDING,

(15 Stories)

98-100 Fifth Ave., N. W. Corner 15th St.

102-104 FIFTH AVE. BUILDING,

(New 18-Story Loft and Office Bldg.)

Between 15th and 16th Streets.

We have made long-term leases with the following concerns:

GRAHAM & ZENGER,
WILLIAM S. PITCAIRN,
JULES HENRI VENON,

and we are now negotiating with other large houses in your line.

These buildings are being operated by the owners as investments. You may send your agent to us or deal direct.

Rothschild Realty Co.,

OWNERS.

ANTHONY LO FORTE, Agent,

On Premises.

Telephone, 4990 Chelsea.

But art glassware also has its place in the lighting scheme of the home. It plays a very important part in interior decoration and should not be confused with the glassware that is used for practical purposes.

Globes and shades may be divided into these general classes, according to their material and decoration; Clear or crystal glass, decorated by frosting or cutting, or a combination of both; opal glass, sometimes called porcelain; translucent glass; prismatic glass and colored or art glass. The clear or crystal glass may be used as decorative as one cares to have it and absorbs but little light. Opal means simply the plain white globes and shades that soften and diffuse the light. A less dense glass, known as opalescent, is very useful as a means of preventing glare, and gives when lighted a slightly tinted effect. Translucent glass gives what may be described as a milky white light with a faint hint of color. Prismatic glass is designed to protect the eye from the light source, yet to diffuse and distribute the light in such a way as to be almost twice as efficient as the ordinary globe.

There is glass that is rainbow tinted; glass that is golden-hued, in exquisite flower-like shapes; tinted glass in all shades with and without a tracery of design, and glass whose patterns, colors and shapes carry out the idea of some flower; etched glass in conventional and "period" designs—all these are rare and beautiful examples of the modern glassworker's art, and are suitable and lovely on brackets, in shower lights, for table lamps, boudoir lamps, or in any place where they may add a note of color harmony, which is their only proper use.



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CROCKERY and GLASS JOURNAL

NEW YORK, APRIL 23, 1914.

THE CONDITION OF BUSINESS.

An improvement in trade is noted since our last writing, and some firms report a very good business for the week.

New York

Mail orders increased both in number and amount, and the salesmen on the road were doing better. Much of this increase is attributed to climatic conditions; as the weather improves trade follows suit.

There was not much animation in the warerooms; but little is expected in that direction from now on till the fall season opens. The few visitors who came, while not buying largely—some of them having already placed their import orders—seemed optimistic as regards the future.

The summer resort people are late this year in placing orders, owing to the backward spring. How backward it is may be judged by the fact that the flowers in the City Hall park, which last year at this time had bloomed and were passing away, have not yet blossomed.

The local trade has not done very much buying so far. The buyers are anxious for goods, but do not seem to have authority to make purchases. They get along somehow, but certainly they cannot make much money. In many instances they have to take what they can get, not what they want, with the result that consumers pass by their poorly-selected stocks and go to such places as are known to carry desirable goods. There are half a dozen or more houses in the city that are always doing business, because they have what people want.

From the West we get better returns, outside of some larger cities. The wholesalers continue to report

a good demand for wares, indicating that the rural population has money to spend.

There is a slight falling off in the demand for American pottery. The business has been phenomenal so far, and it is not to be wondered at that there is a little let-up. A large part of the business in American crockery is with mail-order and so-called "scheme" houses. These have about finished buying, as they have to know what they are going to get early in the year. For dinnerware, however, the call is unabated.

For imported goods, which consist principally of dinnerware nowadays, the demand is considerably better than it was a fortnight ago, and a few weeks of normal trade will bring the sales up to the usual figures.

There has been a decided change in the glass situation, the demand having increased materially within the past ten days.

The troubles in Mexico are likely to have a bad effect on the crockery trade of New York, as a large part of the purchases for that distracted country are made in this city. Mexico is also a large purchaser of domestic glass, and the loss of its patronage will be materially felt while the blockade lasts. Should there be a war, if history repeats itself there will be depression at first, followed by an inflation of currency and a brisk trade for the time being. People will make money even while they deplore the unhappy conditions.

Crop prospects never were brighter, and taken altogether general conditions are quite satisfactory. All

that is necessary for the crockery and glass trade to do is to go after business with vim. That is the only way to get it these days.

East Liverpool and Vicinity While new orders are said to be not quite as strong as they were a fortnight ago, yet all the potteries in this district have a sufficient amount of business on hand to insure steady operation. The shortage of some items continues. Workmen who want positions and who will stick at their benches have no trouble whatever in being located. Demand for dinnerware continues strong, and the specialty business is reported more active. Some firms are increasing capacity in order to take care of a larger-volume of business.

Pittsburgh and Vicinity Glass manufacturers in this territory report a slight improvement in business, but say that orders could be still improved upon. There are some special lines which are selling well, and a few factories report activity. The majority of the plants, however, are not working to limit of capacity. Sales for the first quarter of the year, generally speaking, are not up to the records established for the same quarter of 1913.

SAN FRANCISCO AND THE COAST.

THE number of out-of-town crockery and glass buyers visiting the local sample rooms fell off somewhat the past week, but engagements were booked with a good many city buyers, who have been waiting until after the rush with outside visitors was over before inspecting the import lines. More interest is being shown by the public in china, glass and crockery lines now that Easter is over, and liberal window space is again being devoted to attractive displays.

Exposition officials are now giving much attention to arrangements for exhibits, as all the buildings will be ready to receive them by July. It is hoped that the glass and china industries will be well represented.

M. Marquiz, representing A. Dembitz & Co., New York, was a visitor to the local trade the past week.

A. B. C. Dohrmann, of the Dohrmann Commercial Co., is in the southern part of the State on a short business trip.

I. Danzinger opened offices at 245 California street a short time ago as representative of the Art Metal Works, Newark. He has placed a good many samples on display the past week, including a line of portables and electroliers. C. L. Cohn, salesman for the company, left for the East a short time ago after spending some time on the Coast looking over the situation

and arranging for the distribution of the company's goods.

Mr. Marks called on the San Francisco trade recently in the interest of the Crown Novelty Co., Chicago.

A. W. Ottenheimer, of Ottenheimer Bros., has just returned after calling on the trade in the southern mine district, where he booked some nice orders.

Chas. F. Sandbeck, manager of the crockery and glass department of Radin & Kamp, Fresno, Cal., was in town the past week combining business and pleasure.

G. H. Altenhoff, of Stockton, Cal., visited local sample rooms the past week.

New samples of portables, bowls and glassware arrived at the local headquarters of the Pittsburgh Lamp, Brass and Glass Co. the first of the week, and are being displayed to good advantage. Initial orders indicate that the new goods will meet with popularity in this section.

E. D. Clarabut, manufacturers' agent with a number of cut glass lines, has been making a short trip into the interior the past month, and reports business improving in the smaller cities and towns. He has been having very good success with the stemware of the Corona Cut Glass Co.

Brittain & Co., who have been prominent factors in the crockery and hardware business here for several years, are preparing to discontinue. A sale was inaugurated at the store on upper Market street a few days ago to close out the stock.

A trail of organized theft leading into several of the largest retail establishments in Portland, Ore., and involving both persons employed in them and others who worked with them on the outside, was brought to light a few days ago following the arrest of several women and the recovery of goods identified by representatives from different firms, including Lipman, Wolfe & Co., Olds, Wortman & King and Meier & Frank Co. Among the goods recovered was a quantity of hand-painted china from one store, which, it was said by one of the women examined, was exchanged at another store for lace and clothing. Further investigation is being made.

E. S. Beredine, Coast representative of the Gleason-Tiebout Glass Co., is calling on the trade in the southern part of the State.

J. T. Levy has purchased from his brother, A. B. Levy, the housefurnishing, crockery and grocery departments of his store in Williams, Cal.

Culbertson, Grote-Rankin Co. opened for business in its new building in Spokane, Wash., April 10. The crockery and glass department has now more room and better facilities.

THE METROPOLITAN MARKET

Bassett's letter-writer occupies our first page with one of his characteristic epistles. That it will be widely read goes without saying. Although calling attention to Bassett China open stock patterns, he does not mention the fact that this firm was the pioneer in introducing Austrian ware of this grade. It met with instantaneous success, and is now so popular that there is scarcely a city of any size in the country that does not have it on sale.

The United States Glass Co. have had more than ordinary success with their line of "Georgian" glassware because it embraces all of the qualifications that are necessary to popularity. It is on pure Colonial lines in the best quality crystal, with just the right touch of originality in the tasteful shapes to give it an air of distinction. It comprises almost everything in tableware and other useful pieces and is never lacking in interest to the buyer, as the concern is constantly adding new items. The latest additions now being shown at the local salesrooms are banquet and floral vases in three sizes each.

Fondeville & Van Iderstine have their place in excellent shape, although there are still a few minor details necessary to make it complete. The goods look fine now that their surroundings are in keeping. The rooms are very light, and the office force appreciate the difference between this and their old location. Both members of the firm have nice private offices, and are feeling very comfortable, thank you!

Frederick Skelton, who recently took on the line of the Corona Cut Glass Co., Toledo, O., is now showing a full assortment of samples from that concern. They comprise an excellent display of light cuttings in many different floral and figured designs on stemware, tumblers, vases, jugs, comports—in fact, almost everything for table use.

After extensive alterations covering a period of several months, Morimura Bros. have opened the spacious new import room on the second floor of their build-

ing. They have spared no expense in the matter, and it will rank with the handsomest showrooms in the trade. The woodwork is of mahogany; the lighting fixtures simple in design, but very attractive. Other improvements include the installation of handsome new elevators. The notion department now occupies the space on the main floor formerly used for the import samples.

The "Clover" design brought out this season by the Irving Cut Glass Co. promises to be one of the most popular the concern has ever produced. It is a clever arrangement of a three-leaf clover pattern quite different in treatment from the usual cut glass designs. F. W. Reichenbacher, the local sales manager, is showing a full line of staple articles and numerous specialties in this and other attractive cuttings.

Vogt & Dose will have ready for mailing to the trade by May 1 a new catalogue containing 1,324 illustrations of T. & B. white Limoges china for decorating.

The Dunn Sales Co. will open a Boston salesroom about May 1 with Fred Quinn, formerly with Lamont, Collis & Co., of that city, in charge. All the lines represented by the concern will be shown there.

Bawo & Dotter have assembled one of the most complete stocks of desirable summer sellers that they ever had. In nearly all departments many things appropriate for warm weather trade will be found, ready for immediate delivery. The dinnerware department is replete with pretty new patterns in open stock particularly suitable for the bungalow or cottage. All sorts of fancy goods, bric-a-brac, cut glass, etc., in an immense variety at attractive prices are also strongly featured.

The Fostoria Glass Co. prides itself on its advance styles in glassware, and its designers are the creators of many novelties that have enjoyed unprecedented popularity. An instance of the up-to-dateness of the

concern is shown in its new blown single flower vases, made in a number of sizes from eighteen inches down, in a fine quality of crystal. These are to take the place of sets formerly used with glass chains as a table decoration, the idea having first been shown at the recent flower show.

The Takito, Ogawa & Co. line of Japanese china shown by Cox & Lafferty is one that always attracts attention both for the quality and large variety of articles in which it is shown. H. H. Windhorst, the manager of this department, is at present closing out a varied assortment of vases and other pieces in staple goods and specialties at prices that offer an unusual opportunity for the merchant to make a saving well worth while.

One of the latest articles shown by Robert Slimmon & Co. is covered breakfast dish suitable for a variety of uses at this meal. They are used extensively in England, and the American housewife will take to them at once. Another item is an individual salad dish shaped like a half moon and which fits snugly into the plate. Both of these are shown in pretty decorations.

A particularly strong line of popular-priced goods from the H. C. Fry Glass Co. is being displayed by the Cut Glass Products Co. One of the new patterns especially worthy of note is the "Flora Belle," showing an entirely original arrangement of a combination floral and mitre cutting that is destined to be a leader. A large variety of staple articles as well as numerous novelties are represented in the display.

Theo. Frankel is representing a new line which includes a number of items, among which is a fly catcher said to be one of the best articles of this character brought out in a long time. It is made of crystal glass with a perforated metal screw top, and strongly resembles a salt shaker, only it is many times larger.

A number of exceptionally pretty floral patterns have been brought out in new one-hundred piece dinner sets by the Buffalo Pottery and are now being displayed by the concern's sales-manager, A. H. Ledden. They are a revelation in low-priced ware, the color combinations being excellent and the shapes very attractive.

The Cambridge Glass Co., D. King Irwin manager, are now installed in their new warerooms at 92 West Broadway. George Anthony, buyer for Lozier, gave them the first order in their new place on Wednesday afternoon.

POTTERS' PLAN COST SYSTEM.

At a special meeting of the United States Sanitary Potters' Association, held at the Fort Pitt Hotel, Pittsburgh, to discuss the proposition of establishing a cost system in the sanitary potteries, W. L. Blake, an

efficiency expert of New York, outlined his views. Some thought was also given to the idea of creating a credit bureau.

President Maddock said that the manufacturers should know how much it costs them to produce goods. Under the present method certain details connected with the business are more or less guesswork.

The meeting was well attended by both Eastern and Western manufacturers.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

In addition to those noted under the head of "Personal," the following buyers were reported this week:

J Vezak and C Richards, t, Marshall Field & Co, Chicago. 104 Worth.

A Schaper, hf, Schaper Bros, St Louis. Navarre.

A Schnagel, c, Siegel-Cooper Co, Chicago. 12 East Twenty-second.

G W Clarke, hf, t, Clarke Bros, Scranton. 26 East Seventeenth.

J Kohnfelder, hf, Kaufman & Baer Co, Pittsburgh. 95 Madison ave.

H Norman, hf, Wm Taylor Son & Co, Cleveland. 51 Leonard,

I E Fronani, c, g, and G Louis, t, Woodward & Lothrop, Washington. 334 Fourth ave.

Mr Brinsmaid, Brinsmaid & Co, Des Moines.

T O O'Connell, A Stowell & Co, Boston.

N L Clark, c, D H Holmes Co, New Orleans. 15 East Twenty-second.

REMOVALS UPTOWN.

THE Stewart Glass Co. and the Dunn Sales Co. are now located in their new uptown showrooms, where they removed this week—the former at 23 West Twenty-third street and the latter at 10 West Twenty-second street.

Arthur A. Bean, local sales manager for A. H. Heisey & Co. and the Allen Cut Glass Co., announces that he will remove May 1 to the Fifth Avenue Building, where he will occupy room 358.

Other announcements of removal May 1 are those of Wm. M. Warrin, representative of the Moss Aztec Pottery and other lines, and F. W. Reichenbacher, who represents the Irving Cut Glass Co. and the C. F. Monroe Co. They have leased the third loft in the building at 23 West Thirty-third street, where the Stewart Glass Co. have just located.

C. B. & J. Warner, now at 47 Warren street, have leased the store and basement 54 West Twenty-third street, where they will display their cut glass after May 15.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Manufacturers of lighting glassware are looking forward to a very active season. Generally speaking, building operations give promise of being heavy during the late spring and summer. Blue prints for the installation in the new million-dollar Masonic Temple in this city have been placed in the hands of the fixture people, and the new William Penn hotel installation will be ready for bids before long. Contracts for lighting glass to go in numerous public schools and churches throughout the country will be heavy during the season.

The United States Glass Co. reports a very good sale on its kitchen set assortment. This consists of over a dozen pieces, all of which are packed in an individual carton.

Lighting glassware is an added feature of the production of the Fenton Art Glass Co., of Williamstown, W. Va., and the first samples have been received here by local representatives. The shapes are very attractive, and the line gives promise of having a very good sale.

Business with the Jefferson Glass Co., at Follansbee, W. Va., was reported very satisfactory by C. H. Blumenauer, general manager, when he was in this district a few days ago. The company is making a number of installations on big jobs throughout the country of sufficient volume to keep the plant in active operation.

Among the buyers here during the past week were Paul Beck, of the Baltimore Bargain House, and Fred O. Swasey, of E. Swasey & Co., Portland, Maine.

Old English bowls and other lighting glassware in the Delica White line of the Pittsburgh Lamp, Brass & Glass Co. have been specified in a number of institutions now being erected. The new public schools at Swissvale and Oakmont, Pa., will use this glass.

The Lancaster Glass Co. advise us that their plant is running on good time and that a number of new items

will be placed on the market at an early date. This factory is making a feature of exclusive mold work, and as a result a nice volume of new trade is being looked.

The new line brought out early in the season by the Duncan & Miller Glass Co., Washington, Pa., is now being decorated by the Oriental Glass Co., of this city. This particular line, both in crystal and decorated, is enjoying an excellent sale, and is proving to be one of the most popular patterns the Duncan & Miller factory ever created.

The Star Glass Co., of Star City, W. Va., is having a good run on its new "Beacon" cone shaped chimney, which is being put out in a number of decorations. Other lines of this concern are in equally good demand.

It has been decided by the officials of the Deidrick Glass Co. that their plant will remain in Rochester, Pa. Early in the year removal was contemplated, but after looking over the territory it was agreed that their present location was best suited for their purpose. This concern is making a strong feature this year of etched coin-gold crests for hotel services, and its special monogram work is also attracting considerable attention.

Glass decorators have been busy during the past two weeks making shipments of souvenir and specialty glassware to the different carnival shows and summer resorts, many of which open the season April 25. Orders so far on these lines are quite in advance of the early business placed last year.

With a capital stock of \$150,000 the Kane Glass Co. has been formed at Kane, Pa., for the purpose of "manufacturing glass in all forms." Those at the head of the new company are: W. S. Calderwood, W. H. Davis and A. H. Gaffney, all of Kane.

S. Q. Hamilton, for a number of years Western salesman for the Tarentum Glass Co., has quit the road and entered the insurance business. He has opened an office at Wellsburg, W. Va., and has taken the agency of several well-known companies. His

offices are said to be the best equipped of any in that town. The many friends of "Quig" wish him success.

A heavy gale tore up through the Ohio Valley soon after noon on Sunday. In its journey through Pittsburgh and suburbs it unroofed several buildings, broke many windows, among which were some expensive show windows, and damaged property generally. The heaviest rainfall of the year accompanied the wind.

The regular quarterly meeting of the Western Glass and Pottery Association was held in the parlors of the Ft. Pitt Hotel on the evening of April 18. Those attending were Frank I. Simmers, W. C. Lynch, Robert G. West, Marion G. Bryce, Watson W. Lang, Thomas W. Morris, Wm. J. Patterson, Thomas A. Neely, and J. G. Kaufmann. The Board adopted the new certificates of membership, and as soon as they are filled out these will be sent to the members.

AT PITTSBURGH

W. F. ELLISSON, representing Robert Slimmon & Co., New York, and the H. R. Wyllie China Co., Huntington, W. Va., showed these lines at the Ft. Pitt for a few days and then left for Cleveland. He reported a favorable volume of business done.

Warren H. Dunn, the well-known New York representative, was registered at the Ft. Pitt.

J. C. Carlin, representing the Pope-Gosser China Co., Coshocton, O., arrived here Wednesday after a four weeks' Eastern trip and displayed his line at the Henry. He reports a good volume of business all along the road.

G. H. Woodworth was at the Anderson with a number of new effects in art pottery from the S. A. Weller plant at Zanesville, O.

Harry Thomas opened at the Colonial with a number of new lines from A. L. Tuska.

John J. Hines, whose hearty hand-shake is known from coast to coast, spent a few days in the district, greeting old friends and booking some nice business on his china lines.

H. K. Connors, of the Crooksville China Co., was at the Ft. Pitt with a full line of dinnerware from this pottery.

Joseph Bebie, representing the Basket Importing Co., has been at the Colonial Annex for some time, in charge of the largest display the company ever made here. Business is said to be very good.

Swaney Hall, representing the L. E. Smith Glass

Co., Mt. Pleasant, Pa., was at the Ft. Pitt this week. He has just finished a successful Eastern trip, and now working towards the West.

Walter Wessels was in the district for a few days with the lines of J. H. Venon.

James Deens, representing the D. E. McNicol Pottery Co., opened at the Hotel Henry.

Walter E. Knowles was at the Ft. Pitt during the week with an extensive line of Pouyat china.

Alfred Moment spent a few days in the district the week showing the lines of M. Redon.

Stockholders of the Ft. Pitt Hotel Co. have voted unanimously to approve the proposed increase of the capital stock of that company from \$800,000 to \$2,400,000, and the company will push to completion the construction and equipment of the William Penn Hotel on Sixth avenue, which will be one of the most magnificent and complete hotels in this country. The excavations for the foundations will begin about June 1. The William Penn Hotel Co. will be an entirely separate corporation from the Ft. Pitt Hotel Co., although the hotel will be owned and controlled by the latter and directed by the same management. The hotel completed will represent an outlay of nearly \$5,000,000.

OBITUARY.

DAVID ODBERT, aged eighty-five, one of the oldest native residents of Steubenville, O., and who has lived a retired life for the past twenty years, died last week. For many years Mr. Odbert had the contract for draying for the Steubenville Pottery Co., and was stockholder in that company. Harry Schnelbach, of the Jefferson Glass Co., is a son-in-law. Mr. Odbert served during the Civil War, following which he conducted a store in Steubenville, and later became identified with the Steubenville Pottery Co.

MISLEADING.

The Monongah Glass Co.'s plant, at Fairmont, W. Va., which has been closed since last summer, re-opened Monday, April 6, under the supervision of A. B. Knight. Employment is being given to 200 men, boys and girls.—Issue of April 9th.

FAIRMONT, W. VA., April 21.

Editor CROCKERY AND GLASS JOURNAL:

The enclosed clipping from your paper is quite misleading. It should refer only to what is known as Factory "D" of the Monongah Glass Co. That plant is merely an emergency plant, and is operated only a such times as we may require an increased production. Outside of Factory "D" we operate three different plants here, employing 1,000 people, and these plants operate constantly.

MONONGAH GLASS CO.

Illuminating Devices.

Hanging, Stand and Portable Lamps; Light-
ing Glassware, indirect and semi-indirect;
Domes, Shades, etc.

THE present popularity of silk for lamp shades does not seem to have affected the glass shade to any marked degree. While a number of concerns are showing metal portables with silk shades, the majority cling



BY THE PITTSBURGH LAMP, BRASS AND GLASS CO.

to the familiar glass and metal combinations. Where certain odd colors are desired to match the furnishings of a room silk seems to meet the requirements more satisfactorily, because of the almost endless variety to select from.

The Acme Gas and Electric Fixture Co., 24 Downing street, have purchased the plant of the Consolidated Chandelier Co., 132-136 West Fourteenth street, where they will be located in the future.

S. Sipser has taken on the line of reed lamps and domes, tea wagons, muffin stands and trays made by the Ypsilanti Reed Furniture Co., Ionia, Mich. The lamps are a special feature of the display and are shown in new weaves and colors with harmonizing cretonne shades, in all sizes from a large floor lamp to the small boudoir size.

Salesmanager Wm. Dougherty is showing another new item in shower shades from the Consolidated Lamp and Glass Co. that makes an instant appeal to the buyer

both on account of its beauty and exceptional value. It is a frosted glass in an imitation cut fish scale design and in a remarkably pretty shape. This is only one of dozens of equally interesting new things now being shown at the salesrooms, 66 West Broadway.

Particularly interesting to manufacturers is the large assortment of imported prisms, bead fringes, etc., shown by Max Schaffer. There is nothing new in this line of goods that is not represented in his stock.

The 1914 line of portables now in preparation by Edward Miller & Co. will be full of surprises for the lamp buyer. The concern's designers have been busy for months past, and as a result of their efforts many novel ideas will be shown.

One of the latest semi-indirect bowls in Delica White by the Pittsburgh Lamp, Brass and Glass Co. is a charming old English shape with an inside lip. It is made in all sizes.

Wm. R. Noe & Sons are showing numerous very effective designs in semi-indirect bowls and shower



AT OSCAR O. FRIEDLANDER'S.

shades in their "Frostilla" glass. A special offering in a ten-inch bowl is proving very popular.

B. Tomby has had excellent success with the pretty line of Schlegelmilch china electric portables for which he is the American agent. They are different from what is usually seen in the market and are sold at a

figure that enables the dealer to retail them at attractive prices and still yield him a fine profit. Both base and shade are of china and are shown in floral and scenic designs that are in keeping with the originality and daintiness displayed in the concern's general line of fancy china. A variety of patterns in semi-indirect bowls in different sizes, with shower shades to match, is also a feature of the line.

The Weidlich Bros. Mfg. Co., who control the Warner Silver Co., art metal novelties, and the Weidlich Sterling Spoon Co., with factories at Bridgeport,



BY THE CONSOLIDATED LAMP AND GLASS CO.

Conn., and who have salesrooms in the Fifth Avenue Building, have branched out into the manufacture of electric portable lamps and are now showing the first samples.

PROPOSED INCREASE IN FREIGHT RATES.

SHIPPERS of pottery and glassware in the West are concerned over the proposed ruling by the Trunk Line railroads to withdraw the mixed carload privilege whereunder a composite load is charged for at carload rates based on the rate of the highest class article composing it. Under present arrangements a car may be loaded with a number of different classes of freight, all of them low, or almost entirely with a low class commodity, and with a very small proportion of a high class article, and thereby secure the carload rate of the latter, which still effects a material saving in the freight charge. Under the arrangement proposed, all cars must be loaded with one class of freight; otherwise transporta-

tion charges will be made at less than carload rate which will inure to the advantage of the carrier. Manufacturers will be affected to a great extent by the new ruling if it is put in force generally.

FOR FLOOD PREVENTION.

FLOODS in the Ohio Valley, with specific recommendations for their prevention in the future, are considered in a report which was prepared by a special board of engineers appointed by Secretary of War Garrison. The report is now completed and will shortly be issued. President Wilson is expected to base his recommendations to Congress on the result of the findings of the engineers. It is highly probable that the recommendations will be made before the adjournment of the present session. Col. Francis R. Shunt is chairman of the special board. His recommendations, it is understood, will deal with every phase of the flood situation in the Ohio and Mississippi valleys. The report will be amplified by tables showing the loss of life and property in the flood of last year, and will also show that the damage to property in the past few years amounted to more than would have met the cost of preventive work.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

TO	Shipments week end'g Apr. 4, '14	Correspond- ing period 1913	Exports Jan. 1 to Apr. 4, '14	Correspond- ing period 1913
New York	120	310	1666	2409
Boston	140	195	2614	2844
Philadelphia.	149	3	2149	1793
Baltimore	82	16	745	776
San Francisco ..	104	9	301	350
New Orleans....	....	....	26	35
Portland (Me.)..	1	26	167	339
Galveston	134	89	837	1147
Newport News...	....	....	113	12
Portland (Or.)..	....	3	....	91
Inland Points ..	29	6	216	204
Total	759	657	9134	10000

From the Freight and Shipping Circular of John Edwards & Co
Liverpool.

TO	Shipments week end'g Apr. 4, '14	Correspond- ing period 1913	Exports Jan. 1 to Apr. 4, '14	Correspond- ing period 1913
Boston	140	195	2811	2919
New York	120	310	1853	2493
Baltimore	82	21	765	893
Philadelphia.	149	3	2449	1793
New Orleans....	1	20	207	343
Newport News...	104	9	377	350
San Francisco ..	134	89	840	1149
Portland (Me.)..	....	....	113	12
Galveston .....	....	....	26	35
Portland (Or.)..	....	3	....	96
Inland Points ..	5	....	104	136
Total	735	656	9546	10222

AT CHICAGO.

It is a little difficult to ascertain the status of the business situation, so diversified are the stories one hears. It would seem, however, that the local representatives are getting orders, many of them, but small. The department stores are selling seasonable goods, and it is right up to the weather man just now as far as these stores are concerned. In this respect it is interesting to note at least one store which does not take into consideration the seasons, or at least not in the usual way. At the china and glass department of Carson, Pirie, Scott & Co., Chas. L. Patterson, the manager, is "pulling off" his second annual cut glass sale, and it already bids fair to outstrip last year's, which was a record-breaker.

J. M. Barnet, general representative of the railroad department of the Macbeth-Evans Glass Co., Pittsburgh, spent a week recently at the Chicago office of the company.

H. L. Sams, traveler from the Chicago office of the Gleason-Tiebout Glass Co., is making a trip in the South.

The Chicago Lighting Fixture Association gave a dinner on Thursday evening in honor of H. E. Willard at the Kuntz-Remmler Cafe. Mr. Willard is president of the Chicago Gas and Electric Fixture Co.

W. M. Bartlett, Indianapolis, was a recent buyer in Chicago.

O. C. Helm, for the Ira A. Jones Co., is making a visit to Winnipeg in behalf of Gill & Co.'s line. The Ira A. Jones Co., have recently taken ten Western States and some Canadian points for Gill & Co., in addition to their present territory.

The Chicago office of the J. D. Bergen Cut Glass Co. is showing an attractive eight-day clock with cut glass case.

John McDonald, with Knowles, Taylor & Knowles Co., was a recent visitor here.

Mr. Shoup, of Regnier & Shoup China Co., St. Joseph, Mo., was a recent caller on the trade here.

R. Q. Cleavenger, Southern and Coast representative of the Phoenix Glass Co., recently visited E. H. Fox at the Chicago office.

The Chicago office of the Pittsburgh Lamp, Brass and Glass Co. is showing some new styles in etched ecru bowls for semi-indirect lighting.

C. D. Lauer, of the Sterling Cut Glass Co., Cincinnati, was a recent visitor to Hugh E. King, who represents the Sterling Co. in this territory.

Walter G. Minnemeyer has taken the representation of the Tarentum Glass Co., of Tarentum, Pa. In

addition to the regular line of tableware he is showing from this factory a line of electric lighting ware known as the Tara.

Harry Balhorn, buyer for the Baldwin-Miller Co., Indianapolis, Ind., was a recent visitor here.

E. Alberty, 1246 Milwaukee ave., is tearing down his old building preparatory to putting up a fine new three-story structure in its stead. Mr. Alberty will occupy the first floor.

Thomas J. Gill, buyer for Lipman, Wolfe & Co., Portland, Oregon, was a recent visitor in Chicago, stopping over here on his way home after a visit to Europe on a buying trip.

F. D. McAnulty, Detroit manager for the Ira A. Jones Co., was a recent visitor at the Chicago office.

BUSINESS BRIEFS.

The Woolworth five and ten cent store at Grand Island, Neb., was damaged by fire April 13 to the extent of \$20,000.

The Baumgart & Moncrief five and ten cent store, Columbus, Ind., has been sold to the F. W. Woolworth Co., who will take possession April 25.

The Ziegler Co., Syracuse, has been incorporated with a capital of \$75,000 to conduct a general department store. Caroline, Charles and Carl A. Ziegler are the incorporators.

Judge Hough has appointed Charles L. Brookheim receiver for M. Alper & Son, dealers in housefurnishing goods at 2 East 114th street. Liabilities are \$3,500 and assets \$500.

The American Lamp Shade Co., 512 West Thirty-sixth street, has filed schedules which show liabilities of \$12,204 and assets of \$3,145, consisting of stock \$1,950, machinery, \$1,000; accounts, \$145, and cash in bank \$50.

S. S. Kresge Co. report that sales for the three months ending March 31 amounted to \$3,035,976—an increase of \$470,869, or 18.35 per cent over the corresponding period last year. March sales were \$1,139,983, compared with \$1,032,017—an increase of \$107,966, or 10.46 per cent.

Judge Hough has dismissed the petition filed March 18 against the McPartland & O'Flaherty Dry Goods Co., 673 Eighth avenue, this city. The assets have been sold to George H. Halleman for sufficient to pay creditors twenty-one cents on the dollar and expenses of administration, which will require over \$35,000. Liabilities were \$170,000.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, APRIL 23, 1914.

FREIGHT RATES.

NEXT to farming, the most important industry in the United States is railroading, because of the large number of people employed and the amount of money paid in wages. We cannot get on without railroads, and we cannot have them unless they have capital to run with. Of course they are over-capitalized, and there is "water" on which dividends have to be paid; but the facts remain that they are here, the "water" has become a part of the whole, and they must be accepted as they are. A complete reorganization so as to pay interest on the actual worth alone is an utter impossibility. The country at large must keep them going.

Based on the actual worth of the railroad properties the present freight rates would pay expenses, even with the high wages and short hours of the employees, but with the present fixed charges and labor incumbrances the rates would not permit dividends. The alternative is to cut down expenses. The discharge of 100,000 men means a menace to trade. The consumption of food and merchandise by this army is immense. Reduce this consumption ever so little, and the storekeeper immediately feels it, the crockery and glass trade being among the first to note the falling off.

A five per cent raise in rates, it is believed, would clear away much of the business depression, as it would enable the railroads to keep all these men at work. A large majority of the importers, manufacturers and retail dealers in crockery and glassware are in favor of such increase. They believe that it is one of the main

issues for the maintenance of good business. Not only would labor be employed, but investors would get dividends and the money be put in circulation. A very important point is that people will not invest in railroads or anything else unless they can see dividends accruing.

The increase is not heavy, and anyhow the dealers would not feel it, as they would simply add the amount to the cost of the goods, leaving the consumer to pay it, but distributed in such small doses that the burden would not be felt.

PERSONAL.

THAT very useful article, the bone dish, has not been in as much demand as its qualities warrant. That it may be turned to other uses was exemplified by a shrewd salesman recently. Wm. J. Hague, with Geo. F. Bassett & Co., had a customer looking over berry dishes. Picking up a bone dish, he said: "Why don't you buy some of our banana splits?"

"Banana splits! Those are bone dishes," rejoined the customer.

"What's the matter with using them for banana splits?" asked Mr. Hague. "Don't you see, they are just the shape. Split your banana, lay it in the dish, cover it with sugar and cream, and there you are."

"A great idea" said the buyer. "I have a lot of them that have been in my store for months. I will try it on."

He did, sold them all, bought more from Mr. Hague, and, the idea having spread, "banana splits" are now the fashion. Retailers, take notice!



R. D. Goodwyn, with the Memphis (Tenn.) Queensware Co., returned from Europe last week. It was his first trip abroad, taken more for pleasure than business, and he was much pleased with his experience. But a casual remark to the effect that America was good enough for him showed that he was not spoiled by his European tour.



Daniel Rothschild, of Ithaca, N. Y., bright, breezy and as energetic as usual, was paying his respects to some of the dealers in New York last week.



C. P. Cox, Jr., of Cox & Lafferty, left on Monday for a week's visit to several of the factories represented by the concern.



Walter G. Browning has become buyer for Macy's lamp and bric-a-brac department. The career of this quiet and unassuming young Westerner has been one of singular success. Some years ago he was the proprietor of a flourishing store in a small New England city; but he was looking for "bigger things," and went to Denver, where he entered the china department of

Denver Dry Goods Co. After two years he accepted offer from the Joslin Dry Goods Co. and became buyer for their china department. Another two years and him in New York as assistant china buyer for big Macy store. Now he is chief.



E. G. Nock, of E. G. Nock & Bro., who own three stores located at Durham and Spartanburg, S. C., and Milledgeville, Ga., was in the market this week on his usual buying trip.



J. T. Williams, of the Pennsylvania Tobacco Co., Allentown, Pa., was placing orders for goods to be shipped by his concern for premiums.



Emil C. Bronnum, general representative of the Royal Copenhagen Porcelain Works, who has been attending several months in this country, calling on the trade, expects to sail for home next week.



Frank Hille, of the Hille Deposit Co., will start on three weeks' trip April 25.



Louis A. Carter, buyer for Snellenburg, Philadelphia, and Frank Walsh, buyer for Strawbridge & Clothier, arrived home on the Lusitania last Friday.



Leo Schoenthal, who has been abroad buying for the Philadelphia house of Gimbel Brothers, arrived in New York on Thursday of last week.



Michael Kennedy, who has been with the Thos. Addick Sons' Pottery, Trenton, for thirty-five years, has resigned to become manager of a pottery in Evansville, Ind.



R. Kondo, a representative of Takito, Ogawa & Co., Chicago, who has been here during the import season assisting A. Windhorst, manager of the department for Fox & Lafferty, the local agents of the concern, returns to the Chicago office on Friday. He expects to be back in New York again in June and will remain here during the busy season.



F. Fairley Culver, who conducts a china and glassware store at Rochester, N. Y., and during the summer months one at Alexandria Bay, N. Y., featuring Japanese, Chinese and Indian goods, was in the market this week making purchases preparatory to opening the latter establishment.



Lillian A. Montague, an artist formerly of London and Paris, who makes a specialty of decorating china and glassware, was placing orders this week for a shop which she will shortly open at Belmar, N. J.



Frank Potter, who formerly conducted a china, glassware and housefurnishing business at Patchogue, L. I., which he discontinued the first of the year, has accepted a position with Swezey & Newins, of that place,

as buyer of the above lines, and was in the market on Monday placing his first orders for the concern. Mr. Swezey is well known in the trade, having been in the business for over thirty years.



Fred. D. Swasey, of Portland, Me., spent last Friday in New York on his way home from the West, where he had been to visit the glass factories.



Arthur Poole, formerly with the Cook Pottery Co., Trenton, N. J., is now engaged in selling for the Warwick China Co., Wheeling, W. Va. He has the Eastern territory.



A. Gredelue left last week for a trip through the South and West, where he will call on the trade with his line of Baccarat glassware.



V. W. Rushbrook has just returned from a successful trip of several months through the Middle West for the Tajimi Co.



J. Hartman, with the American Art Glass Co.'s line of portable and domes, is making a trip this week which includes several stops between here and Washington, D. C.

DUTIES ON EARTHENWARE.

IN view of the recent decision defining hotel ware the Treasury Department has issued an order to Collectors of Customs throughout the country dealing with the classification for dutiable purposes under the new tariff of vitrified earthenware, semi-porcelain earthenware, and vitrified hotel ware. It appears that since the act of 1913 became operative collectors at some ports have returned these goods under paragraph 80 at 50 or 55 per cent ad valorem, while at others the return has been under paragraph 79 at 35 or 40 per cent.

Paragraph 80 provides for "china and porcelain wares composed of a vitrified, non-absorbent body, which when broken shows a vitrified or vitreous, or semi-vitrified or semi-vitreous fracture." In the view of the department, earthenware to be dutiable under the provision cited must be commercially known as china or porcelain, and as it is conceded that the wares in question are not commercially known as china or porcelain it follows that they are not dutiable under paragraph 80, even though tests have shown that some of the wares are only slightly absorbent.

As it appears that all of the wares under consideration are in a greater or lesser degree absorbent, the customs officers are directed to assess duty under paragraph 79, at the rate of 35 per cent ad valorem, if not painted or otherwise ornamented or printed, while if decorated, at 40 per cent under the last part of the same provision.



IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending
April 21, 1914.

ANTWERP

101	packages glassware.....	B Gunthel
157	" " " " " " " "	Miscellaneous Orders
7	" earthenware	Bawo & Dotter
19	" " " " " " " "	F W Woolworth
14	" " " " " " " "	E R Thielor
31	" " " " " " " "	G F Bassett & Co
26	" " " " " " " "	O Goetz
21	" " " " " " " "	L Straus & Sons
22	" " " " " " " "	Haviland & Co
80	" " " " " " " "	Miscellaneous Orders
5	" toys.....	B Illfelder & Co
4	" " " " " " " "	Koscherak Bros
37	" " " " " " " "	Bawo & Dotter
27	" " " " " " " "	Strobel & Wilken Co
45	" " " " " " " "	Miscellaneous Orders

BREMEN

97	packages earthenware	Geo Borgfeldt & Co
34	" " " " " " " "	O Goetz
171	" " " " " " " "	Knauth, Nachod & Kuhne
123	" " " " " " " "	Miscellaneous Orders
38	" chinaware.....	Strobel & Wilken Co
2	" glassware	A Steinhart & Bro
8	" " " " " " " "	L Straus & Sons
15	" " " " " " " "	Samstag & Hilder Bros
1	" " " " " " " "	Geo Borgfeldt & Co
4	" " " " " " " "	Strobel & Wilken Co
123	" " " " " " " "	Miscellaneous Orders
63	" toys	Geo Borgfeldt & Co
9	" " " " " " " "	F A O Schwartz
10	" " " " " " " "	G W Travers
23	" " " " " " " "	A Steinhart & Bro
71	" " " " " " " "	Strobel & Wilken Co
304	" " " " " " " "	Miscellaneous Orders

HAVRE

25	packages chinaware.....	Vogt & Dose
24	" " " " " " " "	L Straus & Sons
20	" " " " " " " "	Bawo & Dotter
56	" " " " " " " "	Haviland & Abbot Co
22	" " " " " " " "	H R Churchill
2	" " " " " " " "	Theodore Haviland & Co
35	" " " " " " " "	Herman C Kupper
16	" " " " " " " "	Justin Tharaud
25	" " " " " " " "	Miscellaneous Orders
91	" glassware.....	E Utard

LIVERPOOL

7	packages earthenware.....	The Rowland & Marsellus Co
31	" " " " " " " "	G F Bassett & Co
29	" " " " " " " "	E Boote
35	" " " " " " " "	Maddock & Miller
10	" " " " " " " "	L Straus & Sons
12	" " " " " " " "	J J Hines
3	" " " " " " " "	O Goetz
5	" " " " " " " "	J H Venon
219	" " " " " " " "	Haviland & Co
8	" " " " " " " "	Bawo & Dotter
38	" " " " " " " "	H C Edmiston
59	" " " " " " " "	Miscellaneous Orders
6	" glassware.....	Lazarus & Rosenfeld
1	" " " " " " " "	Miscellaneous Orders
19	" chinaware.....	W S Pitcairn
22	" " " " " " " "	Meakin & Ridgway
18	" " " " " " " "	Miscellaneous Orders
20	" toys.....	Geo Borgfeldt & Co

HAMBURG

74	packages glassware.....	Fensterer & R
79	" " " " " " " "	L Straus & S
21	" " " " " " " "	W R Noe & S
6	" " " " " " " "	Strobel & Wilken
84	" " " " " " " "	Miscellaneous Ord
17	" earthenware	Bawo & Dot
29	" " " " " " " "	L D Bloch & Co
7	" " " " " " " "	E R The
2	" " " " " " " "	E Boe
43	" " " " " " " "	Geo Borgfeldt & Co
5	" " " " " " " "	J Pal
11	" " " " " " " "	Koscherak B
122	" " " " " " " "	Miscellaneous Ord
76	" chinaware.....	Strobel & Wilken
30	" " " " " " " "	Bawo & Dot
60	" toys.....	B Illfeld
123	" " " " " " " "	Geo Borgfeldt & Co
22	" " " " " " " "	Samstag & Hilder B
25	" " " " " " " "	F W Woolworth & Co
7	" " " " " " " "	G W Trav
67	" " " " " " " "	Strobel & Wilken
425	" " " " " " " "	Miscellaneous Ord

GLASGOW

25	packages glassware.....	H A Rogers & Co
----	-------------------------	-----------------

SOUTHAMPTON

226	packages earthenware.....	Theodore Haviland & Co
27	" " " " " " " "	A G Mome
12	" " " " " " " "	Miscellaneous Ord

FIUME

17	packages toys.....	Strobel & Wilken
----	--------------------	------------------

YOKOHAMA

20	package earthenware	L Straus & So
470	" " " " " " " "	Morimura Br
169	" " " " " " " "	Miscellaneous Ord
29	" toys.....	Japan Import and Export
21	" " " " " " " "	Miscellaneous Ord

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

24	packages earthenware.....	Jones, McDuffee & Stratton
3	" " " " " " " "	P L Carbor
4	" " " " " " " "	Richard Briggs
7	" " " " " " " "	The Rowland & Marsellus
6	" " " " " " " "	Edward Boe
11	" " " " " " " "	Meakin & Ridgw
8	" " " " " " " "	American Express
25	" " " " " " " "	Miscellaneous Ord

HAMBURG

26	packages earthenware.....	Jones, McDuffee & Stratton
26	" " " " " " " "	F W Woolworth
5	" " " " " " " "	W N Proctor & Co
25	" " " " " " " "	J E Berr
5	" " " " " " " "	L E Knott Apparatus
76	" " " " " " " "	First National Ban
1	" " " " " " " "	Richard Briggs & Co
18	" " " " " " " "	L Wolf & Co
15	" " " " " " " "	Wm R Noe & Son
5	" " " " " " " "	Strobel & Wilken
77	" " " " " " " "	L R Robins
8	" " " " " " " "	Geo Borgfeldt & Co
63	" " " " " " " "	Miscellaneous Ord

ANTWERP

17	packages earthenware.....	Jones, McDuffee & Stratton
9	" " " " " " " "	F W Woolworth & Co
5	" " " " " " " "	Jordan Marsh
12	" " " " " " " "	First National Ban
4	" " " " " " " "	Mitchell Woodbury & Co
1	" " " " " " " "	L Wolf & Co

ROTTERDAM

3	packages earthenware.....	Lazarus & Rosenfeld
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WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity There is every indication, should present plans work out successfully, that within another year or so at least two well-known local pottery concerns will be operating elsewhere. It is contended by these manufacturers that the high cost of fuel and the numerous laws which have to do with Ohio manufacturing plants are the cause of the owners making up their minds to get out of the State. Since the last session of the Ohio Legislature local manufacturers in many instances have been strictly "up against it." It was pointed out this week by one of the largest employers in this district that notwithstanding the fact that some employes desired more work or extra time, it was impossible to comply with such requests, on account of the fifty-four hours a week law. It is just such instances as these that have caused the local manufacturers to lay their plans to move elsewhere. Detailed announcement will be made about the removal of one of these plants in a very short time.

The demand for yellow and Rockingham ware is increasing at such a rate that the plants now making this class of goods have about all they can conveniently take care of.

Joseph Davis, the well-known pottery salesman, has severed his connection with the Trenle China Co.

C. Reed & Co., Baltimore, were represented in the district a few days ago by their buyers, Messrs. Reed and Anderson, who placed a liberal amount of business for special packages.

C. L. Gray spent several days in Pittsburgh last week showing the lines of the Colonial Pottery Co.

The plain dinner shape "Niana" of the Knowles, Taylor & Knowles Pottery Co. is having an exceptionally heavy sale. It is to be had in an extensive array of treatments which have proved very popular with the trade. Especially is this true of the new wide border effects. Each pattern is to be had in open stock. This

plant is working to capacity, with a large volume of business already booked for the future.

Within a few weeks "decal" salesmen will be showing advance sheets for the late fall trade. In past years advance samples were never shown until midsummer, but now business for fall is solicited in the spring.

The demand for domestic dinnerware was never so strong as it is this spring. The serious question confronting sales departments is that of getting a sufficient amount of ware through the kilns. It is a common occurrence to have ware placed in the decorating shops while still warm—so fast is it being rushed through.

All the plants in this district making toilet ware report a very active trade.

The six new kilns which are to be added to the plant of the Guernsey Earthenware Co., Cambridge, O., will more than double the capacity of that pottery. Under the management of Charles L. Casey the product has been firmly established in the trade, and the demand for it has compelled the company to increase its output.

Work is progressing rapidly on the additions being erected at the plant of the Smith-Phillips China Co. Orders for "Princess" dinnerware continue strong, and the pottery is working to capacity.

D. E. McNicol, head of the pottery firm of that name, who has been confined to his home for a fortnight, is able to be about again.

The Logan Pottery Co., of Logan, O., has decided to increase its capital stock to \$100,000 to take care of new additions to the plant and those planned in the future.

Secretary Guy E. Crooks, of the Crooksville China Co., commenting upon business conditions at the pottery, says: "We have our new kiln quite near comple-

tion, and the probabilities are we will build another between now and July. Our business has been very good this year, and we are running our plant up to the limit."

A lease for five years on the Thompson House at East Liverpool has just been made by Mrs. Louis Polk to John A. Tunison, of Dayton, a hotel man of many years' experience. Tunison, who has assumed charge, has for the past two years been manager of the Maple Grove hotel at Chillicothe, O. Previously he was identified with the old Emery and Grand hotels, Cincinnati, and for seven years was assistant manager of the Chittenden hotel, Columbus, O.

JOTTINGS FROM BOSTON.

THE hoodoo is leaving Boston. For the past two months business has been exceptionally slack. Buyers and salesmen alike who have been accustomed to paying frequent visits to the Hub failed to put in an appearance, for reasons unknown to the trade. The lull could not be accounted for; but since spring has come and the summer cottages and hotels have begun to open for business things are beginning to show signs of life.

J. Frank Hinckley has just received a new line of samples of Hall's fireproof cooking china. He claims that they do wonders and expects they will be booked among the "best sellers."

K. D. Wilgus, traveling for Webster & Briggman, Connecticut, was in town with a line of cut glass. He reports fair sales.

D. J. Mahoney, of the Pittsburgh Lamp, Brass and Glass Co., has started on his usual spring trip through New Hampshire and Vermont. He will be away two weeks.

On May 4th W. A. Reaper, traveling for the Co-Operative Flint Glass Co., Beaver Falls, Pa., will make his debut in Boston.

C. S. Rockhill, connected with the Monongah Glass Co., is expected in town next week.

Monday was generally observed as Patriots' Day throughout the trade and by the department stores and retail establishments generally. Employees of the stores played baseball, went on the golf links, had picnics and danced, although some of the festivities were postponed until the next holiday, Memorial Day, as the cold weather which has prevailed had made the planning of outdoor recreation more or less hazardous. Several of the men in the trade improved the double holiday for a trip to the country or seashore, and they were favored with the warmest weather so far this year.

Joseph L. Pindar, of Chase & Francis, went up to Littleton, N. H., not returning till Tuesday. Frank J. Chase thought that his sprained ankle, gotten while cranking up his car, had been sufficiently on a holiday, so he tried to get in town Tuesday, but found that he could not bear his weight on the foot.

Thousands visited the new Paine Furniture Building for the opening on Tuesday and Wednesday. The new store is ten stories high and nearly three hundred feet long, built of white limestone and concrete, and cost \$1,000,000. It is the largest retail furniture store in the world and completely stocked from sub-basement to roof. This company began business in a small building on Friend street seventy-nine years ago. Its trade now extends over the entire United States.

Trial of the suit of the Greensburg Glass Co., of Greensburg, Pa., against the Egyptian Chemical Co., of this city, is scheduled in the Superior Civil Court. The glass company alleges that the chemical concern is indebted to it in the sum of \$378.73 for bottles received on an alleged contract which is said to have been made in April, 1911.

Arthur P. Otis was in Providence, R. I., last week. T. E. Finnerty, representing T. B. Clark Cut Glass Co., Honesdale, Pa., was at Young's Hotel.

Owing to the short week buyers were few, but there were many mail orders on the desks 'Tuesday morning.

E. J. Tucker, of Chase & Francis, spent the week in Connecticut and Western Massachusetts.

Harry Hollander, formerly with Siegel-Cooper Co., Chicago, has arrived and has taken up his multifarious buying duties at W. & A. Bacon Co.'s store. Mr. Hollander finds that his hands are full from the very start, but he is showing his usual enthusiasm for work.

George C. Foss, recently head of Siegel's shipping department, has become floor superintendent for the Shepard, Norwell Co.

The Jones, McDuffee & Stratton Mutual Benefit Association holds its annual reunion and dancing party in Howe Hall on Friday evening of this week. The committee in charge includes Joseph Wallace, chairman; Fred Durgin, treasurer; Ellen McHugh, secretary; Fred J. Barker, Mary Lenz, Clara Mitchell, Beatrice Davis, Rita Flemming, Greta Walsh, Benton B. Bailey, David Miller, John Rottman and Thomas Grace.

Employees of the new Tremont Stores enjoyed the housewarming party given the other night. The affair was opened with a dinner in Gilbert Hall in the next building to the stores, followed by an entertainment comprising music and readings by employees. Later

pecial guests were received and dancing was enjoyed. The party was in celebration of the new addition, now nearly finished, and which will add 9,000 square feet of floor space. Although some of the floors were finished so as to be used for the party, the whole probably will not be ready until May 1.

Plans for the baseball season of the clubs in several of the larger department stores are well under way, and the employees as a whole are showing unusual enthusiasm over the claims of the rival teams. The Jordan-Marsh Co.'s association met this week and elected these officers: president, Louis Studley; secretary-treasurer, William Clark; board of directors, Frank W. Coombs, W. D. Williams, John Lamb, Maurice Wrigley and F. W. Walthers. The four captains are: D. Bartlett, John Crowley, William Glynn and W. A. Parr. It was decided to play the first game on July 11.

Frank Perkins, salesman for Mitchell, Woodbury Co., has left for a trip through Maine. He will be away about two weeks. Robert Corey has returned from a two weeks' tour of New Hampshire. Two other salesmen came in for new lines of samples—Charles Woolley, from New York, and Charles Newton, who covers the Middle West.

Among the buyers in town were John Q. Adams, of Lougee-Robinson Co., Laconia, N. H.; E. F. Marsden, Monson; George T. Sheehan, Lynn; Mr. Armstrong, Marlboro, and the Bigelow Furniture Co., Norwood, which placed an order for a general line of china.

POTTERY COLLECTION ON SALE.

THE main feature of the collection of art objects now on view in the Anderson Galleries, this city, is the set of Bennington ware made in Vermont, most of the pieces bearing the date 1849. Among the mottled black, brown and yellow pieces are a cracker jar with fluted sides, a bean pot with a handle and a "hound handle" pitcher. A branch handle pitcher is decorated with a hunting scene in relief, and a "book flask" in

Continued on page 22.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

BUSINESS OPPORTUNITIES.

TO AMERICAN AND CANADIAN CROCKERY IMPORTERS.—Advertiser, resident in Staffordshire Potteries, with experience, and well known to manufacturers, is open to act as buyer and to see to execution of orders. Address Box 903, this office.

TO AMERICAN AND CANADIAN IMPORTERS.—A firm of agents in the Staffordshire Potteries are open to represent above as buyers, and to see to execution and shipment of orders. Experienced in selection, also as buyers and shippers. Address Box 904, this office.

HELP WANTED.

OLD established firm, manufacturers of light cut glassware, want representatives who have years of experience with cut glass and good connections, to handle their lines on commission in the following territory: St. Louis, New Orleans, Southern States, San Francisco, Seattle, Minneapolis and Northwestern States. Address Box 900, this office.

WANTED—A good, live representative for New York State and city, also Philadelphia and Pennsylvania, to handle our lines on commission, by well-established manufacturers of light cut glassware. Must be well known among the trade and have good business following. Address Box 901, this office.

WANTED—Salesman having a thorough knowledge of china and earthenware for Western Pennsylvania, where we have a long-established trade. Liberal arrangement will be made with a competent man. FISHER, BRUCE & Co., Philadelphia.

FOR SALE.

CROCKERY, glassware, toys and housefurnishing business for sale in one of the best towns in the State. Will invoice about \$4,000, with fixtures about \$700. Clean stock in a modern store room, no better location in the city. Will be sacrificed on account of other business demanding attention. Population about 35,000, growing rapidly. Prosperous section, healthy and progressive. Prompt action essential. Address A. A. MEYERS, Meyers-Westbrook Co., Box 216, Winston-Salem, N. C.

CHESAPEAKE POTTERY,

BALTIMORE, MD.,

Four-Kiln Plant Complete

FOR SALE OR RENT

on easy terms.

Address F. R. HAYNES,

1108 Decatur St., Baltimore, Md.

FOR RENT.

SPLENDID OPPORTUNITY FOR CROCKERY DEPARTMENT.—Fine modern basement 60 x 70 in our large department store is for rent. Building absolutely fireproof. Best corner location, with 150 feet show windows. Apply to M. B. ARNSTEIN & Co., Knoxville, Tennessee.

... SPECIALIST ON GLASS INDUSTRIES. ...

J. T. FULLER,

EFFICIENCY ENGINEER, PUBLIC ACCOUNTANT
Columbus Savings and Trust Bldg., Columbus, O.
Cost and Efficiency Systems. Audits. Appraisals.

RUBBER STAMPS

for the pottery and glass industry. All orders filled within twenty-four hours after being received.

QUALITY STAMP CO.

Send for Catalog.

East Liverpool, Ohio.

You can increase your profits with a cost system.

W. E. LANGDON,

Certified Public Accountant.

Efficiency Engineer.

Harrison Building, Columbus, O.

IMPERIAL ART GLASS AND LAMP WORKS

Le Berthon & Vallin, Props.,

26-32 SULLIVAN STREET, NEW YORK,

Manufacturers of Art Glass Shades & Gas & Electric Portables.

Boston Office, 41 Pearl St

Chicago Office, 908 Kesner Bldg.

Toronto Office, 23 Manchester Bldg.

Portland, Ore., Office, 313 Hamilton Bldg.

mottled brown, yellow, green and blue glaze formerly belonged to a descendant of Mr. Norton, founder of the Bennington Pottery.

SALESMEN'S ASSOCIATION NOTES.

AN executive meeting of the Pottery, Glass and Brass Salesmen's Association was held on Friday, at which Henry M. Drinkwater, employed by Haviland & Co., was elected to membership. Several were reinstated after having been dropped on account of non-payment of dues, and a few were dropped who were in arrears over the time limit. Two death claims were ordered paid—those of Edmund J. Conrad, who was associated with Herman C. Kupper, and George W. Smith, of Stoneham, Mass. The dinner and picnic committees reported progress.

FOREIGN TRADE OPPORTUNITY.

AN American consular officer in the West Indies reports that a commission merchant in his district is interested in obtaining catalogues from American manufacturers of milk bottles with sanitary stoppers. Catalogues should be accompanied by export prices and discounts. Correspondence is preferred in Spanish; if possible; otherwise in English. For additional information address No. 12936, Bureau of Foreign and Domestic Commerce, Washington, D. C.

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CROCKERY and GLASS JOURNAL

NEW YORK, APRIL 30, 1914.

THE CONDITION OF BUSINESS.

New York Trade is very quiet, with no new features over last week. There does not seem to be any snap or vim to it, and while the traveling men are getting business it seems to come with a drag. Probably the sales for the month of April will average up to the usual figures, but because of the way business is done it seems as if it were less than usual.

The import season is practically closed, although there are some factories that would take orders if they could get them. The demand from stock, which ought to be brisk at this time, is only fair.

The domestic manufacturers of pottery have had such an immense demand that the slight falling off noticed within the last two weeks is easily borne. All of them have enough orders on their books to keep them going well into the summer. And yet we hear of complaints that there is no money in potting. This hardly seems credible, unless some of them have cut prices. If they have been foolish enough to do that, they have no one to blame but themselves for not making money. Of course some of them feel the scarcity of labor, for if they had all the help they wanted more goods could be turned out and the pro-rata of the overhead charges would be reduced. The maximum of output is required when prices are low, and they are certainly low with such concerns as supply mail order houses, five and ten cent stores and scheme goods. Manufacturers figure on bulk, and if they do not get the product their calculations go awry.

The domestic glass manufacturers, while fairly busy in some directions, are not entirely satisfied. Blown ware seems to be in active request, and there is

a growing demand for summer goods, but ordinary pressed ware is not moving very fast.

The cut glass men, with exceptions, are complaining. Anticipating a bigger demand than came, most of them have a good supply on hand; consequently many frames are idle all over the country. Next month is looked forward to with much hope, as dealers must provide for the usual June weddings.

Lamps are moving slowly, but there is an upward tendency in lighting glassware. There is a little more building going on, and it looks as if there is going to be a fairly brisk business in this kind of glass.

The doll and toy trade has held up wonderfully. Late as the season is, good orders are still being placed. Of course the bulk has been done, and the season will be one of the best on record.

Housefurnishing goods are in better request, and dealers in aluminum report a fairly good movement.

Retail trade in and around New York is better than it was, and a few of the larger houses report a very good business for the week, but on the whole it is not as active as it ought to be. Cold, wet weather still retards business. The summer trade is ordinarily in pretty good condition by this time. Seaside and country houses are not as near ready for occupancy as they usually are at this period.

The wholesalers throughout the country still report a fairly active trade, and in the interior retail business is better than along the Eastern Coast. The Pacific

Coast is doing fairly well, with the prospect of a good summer demand.

The prospect of war with Mexico at this writing is less definite than a week ago, but it may yet come. It is confidently expected that arbitration will settle the disputes in the coal districts, as there is too much involved to allow a universal strike of 500,000 coal miners. To offset these troubles, magnificent crops are in view; and after all it is the products of the soil which count for wealth. The resources of this country are well-nigh illimitable, and we believe that when the clouds which now overshadow a part of the United States are dispersed commerce will resume its normal condition.

East Liverpool and Vicinity

While orders are sufficient to keep plants in operation for months to come, the volume of new business being received is not as heavy as it was a few weeks ago. Manufacturers admit that more ware could be turned out if employees would work steadier, but even at that all potteries are operating as fully as they can. Buyers are anxious for goods, and shipments are being made just as fast as ware can be got through the kilns and decorating shops.

Pittsburgh and Vicinity

General conditions show but slight improvement this week. More or less apathy prevails in certain lines. Table glassware is not moving very strong, but the specialty business is rather good. Lighting glassware is active. The demand for cut glass shows a slight change for the better.

SAN FRANCISCO AND THE COAST.

THE import season now drawing to a close has been more successful than last, according to reports from the various houses. More buyers visited the sample rooms than in previous years, and there was more liberality in the ordering.

John H. Feers, of Long Beach, is spending a few days in San Francisco combining business and pleasure.

Joe Brunner, manager of the local branch of Bawo & Dotter, expects to leave on his regular semi-annual trip to the Northwest in a few days, taking with him a large line of samples of the company's china, cut glass, marbles, bronzes and housefurnishings.

H. J. Gute, Coast manager for the Manning-Bowman Co., plans to leave for the southern part of the State next week. He has just received samples of some new electric appliances, which are meeting with favor.

Much interest is being shown in the Manning-Bowman exhibit at the Nathan Dohrmann Co.'s household show. The demonstration is being conducted by Miss Agnes Bose, of the local office of the Manning-Bowman Co.

Advance notice has been received that P. D. Callahan will call on the local trade shortly in the interest of the Faries Mfg. Co., Decatur, Ill.

David Gradwohl, buyer of toys for "The White House," has just returned after spending about three months in the European and Eastern markets. He bought heavily in anticipation of a big holiday business.

H. F. Hines, representing the Weidlich Bros. Mfg. Co., Bridgeport, Conn., is expected here in a few days.

Ed. H. Forestier, formerly in the wholesale jewelry and cut glass business, whose stock was closed out a short time ago under assignment, has filed a petition in bankruptcy, with assets listed at \$8,866 and liabilities at \$75,175.

Messrs. Knox and Tuttle, of the Parmalee-Dohrmann Co., Los Angeles, and Mr. Yost of the Yost-Dohrmann Co., Stockton, are in town this week visiting the Nathan-Dohrmann household show with a view of repeating it at their stores a little later. The show is the most elaborate ever given here, the entire mezzanine floor of the store being occupied with special displays and demonstrations, as well as a large portion of window space, in which the demonstrations are changed daily. The event has been well advertised and is being largely attended.

F. W. Wieseman, of Santa Ana, Cal., was among the buyers in town the past week.

Arthur Morris, representative of the cut glass and silverware departments of the A. W. Pike Co., is calling on the trade in Southern California. Much new stock has been received at the sample rooms recently and it shows to very good advantage in the new quarters, where the display facilities are particularly good.

H. Cronmeyer, former Coast manager for Bawo & Dotter, and now in the importing business on his own account, with headquarters at 608-12 Howard street, left a few days ago for New York en route to Europe. He expected to sail on the Victoria Louise the end of the month.

A. W. Ottenheimer, of Ottenheimer Bros., has just purchased an automobile with which he expects to make his trips hereafter instead of by train. He will leave on his initial trip through the Salinas Valley next week.

C. C. Kutz, salesman at the local office of the Plume & Atwood Mfg. Co., is away on his honeymoon.

THE METROPOLITAN MARKET

NEARLY every country on the globe is represented in the vast stock of L. Straus & Sons. In every department may be found many articles that make particularly good sellers at this time of year. Among the very latest are some Bohemian glass vases and baskets in shapes and colors that are entirely out of the ordinary and which are sure to enjoy a long reign of popularity. The former are shown in 8-, 12- and 16-inch sizes and the latter in 6-, 7- and 9-inch.

A new cocktail glass is being shown by A. P. Doctor, local salesmanager for the Central Glass Works, in which, aside from the excellent quality that is characteristic of the concern's production, the chief interest is its size, being quite a good deal larger than the regulation one. This style is fast being adopted by hotels and restaurants. While the same quantity of liquor is served as formerly, the size prevents the slopping over that almost invariably occurred with the old-style glass, and there is no doubt but that it is destined to be soon in universal use.

The latest departure in L'Union Ceramique pottery is electric candlesticks, samples of which are now being displayed by Justin Tharaud, the American representative for the concern. They are shown in three sizes in several pretty designs, beautiful color combinations and original treatments. One that is exceedingly rich has a wide encrusted gold band with an old gold bobèche. Others show irregular bands and all-over floral arrangements.

Morimura Bros. are making a display that is commanding a great deal of attention and is especially interesting on account of presenting an innovation in table decoration that offers the lady of the house more opportunities for displaying individual taste and artistic skill than any other form of ornamentation heretofore used. It consists of a great variety of miniature pieces, such as Japanese houses, bridges, figures, animals, birds, boats, etc., arranged in shallow dishes and laid out in various ways. In fact, the charm lies in the endless

possibilities of arrangement. They may be had in sets or separate pieces, and are sold at a figure that enables the retailer to realize a handsome profit,

Evidence of the favor which the Imperial Glass Co.'s new line of open stock table glassware has found with the trade is seen in the great number of requests for the handsome catalogue just issued by the concern. Cox & Lafferty, the local sales agents, are greatly gratified at the rapidly increasing demand for this ware, which is winning its way solely upon its merits, among which is a Colonial design that is quite unusual, together with quaint shapes that are very graceful and attractive.

A brand-new domestic toy that is attracting unusual attention and is of special interest for the Fourth of July trade is being shown exclusively by the Strobel & Wilken Co., who control the output for the United States. It is a noise-making, absolutely harmless gun that operates with an easy break-down action, exploding with a loud report shot after shot in rapid succession. No caps are used—just paper strips—thus eliminating all danger. Buyers who have seen it have been very enthusiastic, and orders are pouring in from all sections of the country in anticipation of doing a big business with it for Independence Day.

Among numerous items of special interest in the Krantz & Sell Co. display of cut glass being shown by Wm. D. Finke is an assortment of clocks in cuttings that have proven themselves particularly good sellers. An array of staple articles as well as many novelties are shown in the "Eminence" and "Ontario" patterns. Some special offerings are being made in the "Poppy" cutting, which has long been a favorite in the trade.

The United Cut Glass Co. and M. Herbert Co. have moved to their new store at 8 West Twenty-second street. They are on the street floor and have fitted the place up in first-class style. On each side of the entrance are offices extending back about twelve feet;

then comes the showroom, and back of that the main office. The latter has long been needed, and the clerical force will feel much more comfortable than in their old location. A cordial invitation to visit them is extended to their friends.

Recent additions to the Fostoria Glass Co.'s new Colonial glassware on display by John Nixon are an iced tea, goblet and sherbet in very tasteful shapes and beautifully clear crystal with fine finish—features that will instantly appeal to buyers.

Kiefer Brothers and the J. D. Bergen Co. have together taken room 264, Fifth Avenue Building, and will be ready for visitors within a few days. They will still maintain their downtown offices.

Wm. Guerin & Co. have just closed a contract to furnish the china for one of the largest restaurants in New York City. Aside from the beauty of the decorations, the hardness of the glaze on Guerin hotel ware was an important factor in making the choice.

An announcement was made by Cox & Lafferty on Tuesday of a vast amount of new territory in which they will represent the Imperial Glass Co. and some of their other factories. They will open within two weeks an office and salesroom in St. Louis, in charge of M. E. Lafferty, who will hereafter make his home in that city and control territory in Iowa, Missouri, Nebraska, Kansas, Oklahoma, Arkansas, Tennessee and Kentucky. The territory handled from the New York office by C.

P. Cox, jr., is Maryland, Delaware, Virginia, West Virginia, North Carolina, South Carolina, Georgia, Florida, Alabama and Mississippi. Mr. Lafferty will leave for St. Louis within a week or ten days to close negotiations for their new place.

A. H. Heisey & Co. made a quick move this week from 25 West Broadway to the Fifth Avenue Building. They did it in two days—a remarkably short time considering the large number of mirrors besides the stock which had to be transferred.

Wm. Dealing moved into the Irving Building, No. 1 Hudson street, this week.

DATE SET FOR OUTING.

THE midsummer outing of the Pottery, Glass and Brass Salesmen's Association will be held Saturday, July 25, and already the machinery of the different committees in charge of the arrangements has been set in motion. It is proposed to make this the biggest success in the history of the Association—which will be going some, for last year's event was certainly the most enjoyable ever held. Glenwood-on-the-Sound will again be the place, and the steamer "Orient" has been chartered to make the trip. Tickets will be \$3, same as last year. These will be in the hands of the different member of the committee, of which Henry Endemann is chairman, in about a week, or may be had from the Secretary, 98 Park Place.



STEAMER "ORIENT," CHARTERED FOR THE SALESMEN'S OUTING, JULY 25.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Manufacturers of lime glassware, so far as soda fountain supplies are concerned, appear to be doing a heavier business this year than in past seasons. The demand for lead goods in these lines is somewhat slow. Buyers of these items are not placing heavy specifications, the bulk of this business being for immediate requirements. Jobbers are somewhat surprised at the way the wholesale confectioners have been buying this year, when it is considered that during early 1913 orders were placed for 100-bbl. lot deliveries.

George Leonard, formerly in the china and glass department of the Boggs & Buhl store, who has been in California for some time, has returned to the district.

Desk portables are being generally featured now by the Pittsburgh Lamp, Brass and Glass Co. A number of new creations, all of which are adjustable, have been added to the line recently. The green shades possess a square effect, doing away with the time-honored round shape. Photographs are ready for the trade.

Business with the Higbee Glass Co., Bridgeville, Pa., continues brisk, and the factory is working full time.

Mark B. Henry, for a number of years connected with the Savannah Wooden Hardware Co., will return to that concern May 1. He was in Pittsburgh last week, on his way to Buffalo to visit relatives, and at that time said he would return to the old love.

Some inquiry is being received in wholesale circles and in department stores for new effects in porch lights. The season of the year is coming when there will be a good demand for these goods. Department store managers hereabouts say that porch lamps were good sellers last year.

The three new lighting ware lines being made by the United States Glass Co. have been christened "Classic," "Lenox" and "Chatham." This department is under the management of Frank E. Freese, while the creation of new designs is under the direction of Mr.

Haley. Additions to the present number of molds will be made regularly. The company is making arrangements to have the line represented in all the large markets by special lighting glassware salesmen and jobbers.

The L. E. Smith Glass Co., Mt. Pleasant, Pa., is making a special feature this season of its glass poultry fountain. The company is also heavily interested in the manufacture of vault lights.

The Findlay Clay Pot Co. will erect a new warehouse and kiln. Two railroad switches will also be built at this plant.

Demand for general table glassware is low. While there is some business moving, current orders are quite below those booked up to this time last year.

The Consolidated Lamp and Glass Co. will very shortly show their new line of lamps and lighting glassware for the coming season. This concern is doing an extensive business now in its Cora lighting glass, which is to be had in both ceiling bowls and side shades. The fact that the designs of this line can be had in both large and small pieces has proved an attractive proposition for the fixture people.

Cut glass factories in this territory are only working part time, and in one or two instances the cutting shops are absolutely idle.

At Clarksburg, W. Va., a traffic bureau has been organized by the Board of Trade for the purpose of adjusting all kinds of transportation and traffic problems with which local merchants, manufacturers and wholesalers have to wrestle. C. H. Harding, of the Tuna Glass Co., is chairman, and a member of the Executive Committee is L. C. Browne, of the Owens Eastern Bottle Co.

Again the employes of the Haskins glass factory, Martins' Ferry, O., are working half time, and from what can be learned the factory may close down for several weeks. When the plant is running in full, both day and night turns are worked. Only the day turn will occur for at least several days.



ON THE JOB FOR SEVENTY YEARS.

SEVENTY years in harness, and still at it! That is the record of James Brookes, now employed as packer at the Cartwright Bros. pottery, East Liverpool.

Clear of eye and strong of brain and body, he attributes his present condition to temperance in all things. To bed at nine or ten o'clock at night, Brookes is up at five a.m., and on the job by seven o'clock.

He never had occasion in his life to call a physician on account of his own illness, and other than a slight cold, or something of a like nature, has never experienced a day's sickness.

On the 27th day of this month he celebrated his seventy-ninth birthday. Almost half a century ago he came to the United States from his home in England. During his residence of nearly twoscore years in East Liverpool he has seen a city of 25,000 emerge from what was scarcely more than a village.

During his pottery career he has seen the old horse-power machinery give way to the steam-driven appliances and the old potteries of one or two ovens give way to factories of thirty or forty gigantic kilns. When he and his family settled in East Liverpool only yellow ware was manufactured there.

Working at various times in England, Ireland, Scotland, Wales, as apprentice presser, apprentice jiggerman, crate maker, coal miner, rolling mill worker, and employed in this country in the cities of East Liverpool Pittsburgh and Trenton, James Brookes has seen much of life in his nearly fourscore of years. "I guess you'd call me a bird of passage," said the genial old fellow; "but I had to move along wherever I thought I could better myself."

Little Jimmy Brookes was only nine years old when his father, the late John Brookes, of East Liverpool, put him at work in a pottery near Hanley, England. There he worked at making spurs, a purely hand process at that period of ceramics. Later he worked at Greenock, then at Glasgow, where he served a five years' apprenticeship as presser and jiggerman. He did not care to follow the trade of jiggerman, and prior to his departure from the old country he was serving as a crate maker in an English factory. At a pottery in Trenton he first secured employment on coming to the United States, where he continued at his crate occupation. But in a few weeks he decided to go to East Liverpool, where he obtained his first position at the Brunt factory, turning door knobs. Mr. Brookes says that about 1875 he removed to Pittsburgh, where again he engaged in making crates. A short time later he again returned to Trenton, and some thirty-two years ago settled down in the Ceramic City, this time for good.

For thirty years following and until the company

discontinued business James Brookes was foreman of the packing shed at the Globe Pottery. For a little more than a year he has been working for Allan Har Graves at the Cartwright pottery.

Scarcely a pottery manufacturer born and raised in East Liverpool who does not know James Brookes. His sunny disposition and his whole-heartedness have won him friends by the score. Many of the older residents remember him as a vocalist, when for several years he sang regularly at concerts.

Modest to a degree, he reluctantly granted to a reporter a few of the interesting details of his vigorous life. "There are hundreds of other people just like me," said Brookes, "and they have to work for their living, too. I have lived temperately simply because it was natural for me, and I don't want any credit for it. As to my age, I come from a long-lived family. My father was eighty-seven when he died, and my brother, John Brookes, is over seventy."

AT CHICAGO.

LAST week C. H. Blumenauer, general manager of the Jefferson Glass Co., Follansbee, W. Va., was in Chicago arranging about the representation here for his line. A. W. Boulton, who was formerly with Mr. Blumenauer when the latter represented the Macbeth-Evans Glass Co. here, will have charge of the office. Mr. Boulton has been in the real estate business for the past few months, but his long experience with the Macbeth-Evans Glass Co. equips him splendidly for his present work.

Harry E. Ross, general sales manager for the Pittsburgh Lamp, Brass and Glass Co., was a recent visitor at the Chicago office of the company.

John Ward, formerly with Hugh E. King, is now traveling for the J. H. Stouffer Co. in Southern territory.

R. A. L'Ecuyer has given up the Chicago representation of the Jefferson Glass Co. and taken the line of illuminating glassware of Gillinder Bros., Port Jervis, N. Y.

The Chicago office of the Crooksville China Co. reports that the factory is putting up a new glost kiln. This with the bisque kiln now under construction gives this concern nine kilns.

Wm. Darden, of the Wm. Darden Co., representing the Warwick China Co. and the Cambridge Glass Co., returned this week from a Western and Northwestern trip.

M. J. Geary, Chicago manager for Morimura Bros., has just returned from a trip with his line of Easter novelties, and the complete line is now on display at

the Chicago office. Chas. Kroncke leaves this week to cover his usual territory.

H. L. Rich, who has been with R. A. L'Ecuyer, is now with the American Paper Products Co.

T. H. Schollenberger has received some samples of Italian bowls for indirect lighting from Oscar L. Friedlander, New York, that are especially attractive.

W. L. Mirrieles, Chicago manager for Manning-Bowman & Co., made a trip to St. Louis and nearby points last week.

Fred Daudt, of the Daudt Glass and China Co., Toledo, was in Chicago recently on a buying trip.

J. Howard Fry, of the H. C. Fry Glass Co., Rochester, Pa., was a recent visitor at the office of the Cut Glass Products Co.

The Toy Fair which has been under full swing at the Palmer House for some time is now near closing a very successful season. The usual number of representatives were here, and very good business is reported by all.

C. E. Berlin, of Samstag & Hilder Bros., who has been in Chicago for the past few weeks, leaves this week for the East.

The banquet and dance of the Chicago Association of China, Glass and Allied Trades was held in the Crystal Room of the Sherman House on the evening of April 23. A representative crowd was in attendance and a fine time was reported by all. Following a sumptuous repast, a very select entertainment was given, after which the floor was cleared and dancing was on the programme until midnight.

OBITUARY.

C. W. SHOEMAKER, vice-president of the Cumberland Glass Mfg. Co., Bridgeton, N. J., died April 22 of typhoid-pneumonia after an illness of three weeks. Besides being the head of the Cumberland Glass Mfg. Co. he was also connected with the Moore-Jonas and Minotola glass works, and was a stock holder and a director in several banks. His age was sixty-six.

William Nicholas, Grand Secretary of the Commercial Travelers of New England, and known to commercial travelers all over that section of the country as "Bill Nick," because he signed his name that way to all his correspondence, died on Monday in Providence, R. I.

Joseph Nash Field, brother of the late Marshall Field and father of Stanley Field, first vice-president of Marshall Field & Co., Chicago, died on Wednesday at his home in Bowden, near Manchester, England, aged

eighty-three. He was for many years one of the partners of Marshall Field & Co.

CERTAINLY IT DID.

THE Lotus Cut Glass Co., of Barnesville, O., asks: "Where doesn't the CROCKERY AND GLASS JOURNAL go?" and adds: "One mail brought us inquiries from California, North Carolina, Cincinnati and Chicago." The letter goes on to say that their trade is increasing rapidly and their order files all spring look as they do in the busy fall season. They shipped more goods in March than any month since they have been in business, and believe that the CROCKERY AND GLASS JOURNAL helped them to do it.

COMPLICATING MATTERS.

"DENNIS," inquired Mr. Hogan, glancing up over the door of the post-office building, "what is the meanin' of thim letters 'MDCCCXCVIII'?" "They mean eighteen hundred an' ninety-eight." "Dennis, don't it sthrike ye thot they're carryin' this shpellin' reform entoirely too far?"

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

to	Shipments week end'g Apr. 11, '14	Correspond- ing period 1913	Exports Jan 1 to Apr. 11 '14	Correspond ing period 1913
New York	197	80	1863	2469
Boston	322	100	2030	304
Philadelphia. ...	70	....	2519	1793
Baltimore	36	....	781	770
San Francisco	7	21	38	374
New Orleans .....	....	....	26	5
Portland (Me.)	39	36	206	375
Galveston .....	....	34	817	1111
Newport News .....	....	....	113	12
Por'land (Or.) .....	....	....	....	61
Inland Points	...	3	215	207
Total	671	367	9805	10367

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

to	Shipments week end'g Apr. 11 '14	Correspond- ing period 1913	Exports Jan 1 to Apr. 11. '14	Correspond ing period 1913
Boston	322	190	3133	3109
New York	197	80	2050	273
Baltimore	36	....	812	803
Philadelphia. ...	70	....	2519	1793
New Orleans	39	30	216	379
Newport News	7	21	384	374
San Francisco .....	....	34	840	1181
Portland (Me.) .....	....	....	113	12
Galveston .....	....	....	26	35
Portland (Or.) .....	....	....	....	99
Inland Points .....	....	....	101	136
Total	671	364	10217	10586



JOTTINGS FROM BOSTON.

BUSINESS is keeping along pretty well, especially in mail orders and purchases from nearby buyers. Among the latter were L. P. Cole, of Falmouth; George Thibedeau, for New Bedford Dry Goods Co., George F. Scott, Clinton; M. H. Gulezian, Haverhill.

Harry Hollander, buyer for W. & A. Bacon Co., has had the trade talking this week by his first "stunt" since he took command. He put on sale a whole carload of cut glass—more than two hundred barrels—and made a decided success of it. One of the interesting events in connection with the sale was the purchase of more than \$100 worth by one customer who had the goods sent to his home in England.

John Miller and his son, Meredith, of Maddock & Miller, New York, were at Young's Hotel for a few days with their lines.

Jerome Jones, of the Jones, McDuffee & Stratton Co., was one of the principal speakers the other day at the hearing held by the City Council of Boston on the plan of Mayor Curley to have the Federal Government take over the supervision of the Quarantine Station in this harbor, a scheme which Mr. Jones and other influential men are fighting as one likely to injure this port's business and shipping interests materially. One of the principal objections is that New York, having State quarantine service, would enjoy a decided advantage in passing incoming steamships if Boston went under the National Government. Mr. Jones is interested not only because his company is a heavy importer, but also as a public-spirited citizen and honorary chairman of the Chamber of Commerce's committee on maritime affairs.

C. S. Rockhill, representing the Monongah Glass Co., showed his samples at the Parker House.

The Greensburg (Pa.) Glass Co. won its suit against the Egyptian Chemical Co. of Boston in the Superior Court, the jury returning a verdict for \$394. The glass company sued for \$378, which it claimed was due on a contract for bottles.

The annual entertainment of the Gilchrist Co.'s Employees' Benefit Association was held Monday evening in Steinert Hall and was largely attended. Everyone enjoyed the good time and the proceeds will go to the general sick and death benefit fund of the organization. The association has been in existence ten years, and has the following named officers: president, Robert H. Heartz; treasurer, Miss Margaret Connell; secretary, David Titcomb. The committee in charge of the affair

comprised Thomas J. Fitz Gerald, chairman; A. St. Onge, L. J. Lane, Jr., and Miss Louise Shanahan, besides the officers.

One of the pleasantest parties which has taken place among members of the trade for some time was that participated in the other night by Joseph L. Pindar, of Chase & Francis; George A. Granville, Paul Phillips, Arthur Otis, Robert Corey and Maurice Caro, the last two traveling man and glass buyer respectively for Mitchell, Woodbury Co.; Frank Smith, Gilchrist's china and glass buyer; and William R. Claflin. J. B. McKeon, until a short time ago china and glass buyer for W. & A. Bacon Co. and who has just accepted the position of housefurnishings buyer for W. H. Scroggie, Ltd., Montreal, was invited as a special guest, but at the last minute had to cancel the engagement, much to the regret of the others. The party dined at Frost & Dearborn's restaurant, after which they went to the Lancers' Armory as the guests of Mr. Claflin and enjoyed the lively cabaret show held under the auspices of that organization, of which he is a member. There was considerable amusement after the drawings for the raffle had been announced and it was found that of the numerous tickets bought by the party not one had captured a prize.

A dividend of twenty-five per cent has been declared by Referee Olmstead to creditors of the Paul Revere Silver Co., Boston, which went into bankruptcy two months ago.

W. H. Bush, representing the Tarentum Glass Co., has been in town with his lines.

At the Bellevue this week with his samples was Louis Levien, of the Louis Levien Cut Glass Co., New York.

E. C. Ledger, representing William S. Pitcairn, New York, arrived at Parker's Tuesday and was joined Wednesday by Mr. Pitcairn.

BUSINESS BRIEFS.

Liverpool, England, imported flint glass from the United States to the value of \$64,553 in 1913. This included cut glass. These wares do not pay duties.

Kiefer Bros. Cut Glass Co. has been incorporated with a capital of \$50,000. The incorporators are Henrietta Ingber, Max Horowitz and J. M. Baum.

The Liberty Cut Glass Works have taken over the glassware department in the Jas. McCreery & Co. store on Thirty-fourth street, which they will hereafter control, as they do like departments in several stores throughout the country. R. A. Milliken, formerly man-

ager of their glass department with the Newcomb-Endicott Co., Detroit, Mich., is now in charge here.

The Watson & Myers 99 cent store and the Duckwall Bros. Racket Store, Salina, Kansas, have consolidated. The new store will be known as the Duckwall-Myers Variety Store.

IMPORTANCE OF INVENTORIES.

TAking an inventory seems such an ordinary matter to the average business man that he is prone to overlook the significance of the data that are placed before him each year after the annual inventory has been taken. Yet these figures are vital—are, in fact, the very basis upon which business success is based.

If it looks to you at the end of the year as if you had netted a certain profit on your business, say \$500, and you do not take inventory, you may go on in the blissful belief that such is the case, says "Playthings," while in reality you have simply reduced your stock by about that much and have just come out even, the \$500 representing goods sold and not replaced in stock.

Variations of this consideration might make you either a bigger winner than you realize, the stock being increased rather than decreased; or a heavy loser, the stock having decreased by a sum greater than the apparent gain.

In an average business it is easier than the merchant realizes for a variation to take place amounting to from two or ten hundred dollars in stock without its being apparent in the appearance of the goods in the store. You who are running one of the smaller stores may think that you can detect any very important discrepancy in stock, but a careful inventory, allowing for depreciation, dead stock, etc., will open your eyes.

There was a time when it was less important that every item of a business be figured down to an allspice. In that day competition was less keen. It was farther away. Each store could, much more than now, make its own figures on goods with less regard to what others are doing. Nowadays transportation methods have brought us all into competition, and no store can be run upon an independent basis. Everything must be reduced to actual figures, and the smallest business should be run on a scientific basis.

And the inventory is the beginning and the end of all business figuring. You can not start a business properly until you have an inventory of what you are starting with. You can not wind up a business, or even a business year properly, without an inventory. The man who takes no inventories is like the man who would never count his cash, simply indefinitely taking the reading of the cash register.

Like all tasks that we dread, the inventory taking is not as bad as it seems. Once into the job, work systematically and you can complete it in short order.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of February, 1914, compared with the same month in the preceding year, were as follows:

	19 3	1914
Great Britain.....	\$151,522	\$162,600
Austria.....	47,172	40,338
France.....	124,796	86,693
Germany.....	213,006	251,901
Japan.....	63,749	57,183
Other Countries.....	20,688	19,275
Total.....	620,933	617,990

FOR EIGHT MONTHS ENDING FEBRUARY.

	1912	1913	1914
Great Britain...	\$1,559,854	\$1,597,052	\$1,624,774
Austria.....	496,377	479,513	495,552
France.....	1,098,784	1,111,570	1,159,302
Germany.....	3,030,712	2,841,419	2,965,118
Japan.....	834,560	797,177	933,169
Other Countries	233,712	207,948	238,015
Other Europe...			
Total..	7,253,999	7,034,679	7,415,930

TOYS

	1913	1914
Germany.....	\$230,117	\$246,403
Other Countries	54,501	84,907
Total.....	284,618	331,310

FOR EIGHT MONTHS ENDING FEBRUARY.

	1912	1913	1914
Germany.....	\$5,603,349	\$5,453,353	\$6,178,419
Other Countries	661,111	702,143	942,257
Total.	6,264,460	6,155,496	7,120,676

GLASSWARE.

FEBRUARY		FOR EIGHT MONTHS ENDING FEBRUARY		
1913	1914	1912	1913	1914
\$162,870	\$200,364	\$1,423,464	\$1,556,689	\$1,616,487

CHINA CLAY.

FEBRUARY		FOR EIGHT MONTHS ENDING FEBRUARY		
1913	1914	19'2	19 3	19'4
\$114,608	\$205,838	\$954,141	\$968,921	\$991,778

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

FEBRUARY		FOR EIGHT MONTHS ENDING FEBRUARY		
1913	1914	1912	1913	19'4
\$63,353	\$90,546	\$467,618	\$432,480	\$555,306

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, APRIL 30, 1914.

DO YOU KNOW YOUR NEIGHBOR?

A LITTLE incident occurred recently which shows a peculiar phase of commercial life in New York. Two men in the same line of business, whose establishments are less than a hundred yards apart, who have been neighbors for upwards of twelve years, who knew each other by sight, and yet had never met! Two men selling the same trade, though not in competition, whose interests were mutual, who passed each other on the street day after day, and had never thought of making each other's acquaintance! It remained for the newspaper man to introduce them.

There are lots of men who, if they were asked if they knew their neighbors would answer, "Of course!" But do they? They have a speaking acquaintance, perhaps, and an idea of their qualifications, but know nothing of the real men and the parts they play outside of business life. One of the best known men in the trade is a finished musician, but not a dozen of the people with whom he does business are aware of it. One man who died recently was an authority on Roman history—a fact totally unknown to his trade associates. Another has the finest collection of autographs in the world, including those of George Washington, Queen Victoria, Napoleon, and hundreds of other notables. How many of the crockery men know it?

In his business capacity a man may be regarded as a hard, close-fisted and perhaps disagreeable person; whereas if his social side were known he would be looked upon in a totally different way.

The relationship between employer and employee

cannot be intimate; yet if there were a closer connection than prevails in most cases it might prove advantageous. Some men seem to think that the dignity of their position requires austere treatment of their employees, and many employees act as if they were afraid of their employers. In either case, if they knew each other better these attributes would disappear. The employer ought to know something about the home life of those under him who hold positions of trust. It is not only wise, but necessary that those who are acquainted with the inside workings of a business should be regarded as something more than machines who keep books and handle cash. In almost every establishment there are those to whom have been entrusted the secrets of the business. They are your neighbors in the office. Do you know them?

PERSONAL.

A VERY nice thing happened to John Hackenberg, of Milton, Pa., recently. It will be remembered that about a year ago a fire occurred at his place. While his office furniture was pretty badly damaged, he resolved to make it still serve its purpose, shabby as it was. One morning a short time ago he was astounded on entering his office to find it completely refurnished—carpets, desks, chairs, and every other requisite to the last detail. It was the fiftieth anniversary of his birth, and the people in the store had taken this means of testifying to their affection.



H. L. Hart, of John Edwards, Hart & Co., Liverpool, England, forwarders, is making a short stay in the United States. He will pay a visit to Canada before he returns home.



Frank R. Martin, with Cowell & Hubbard Co., Cleveland, returned from his European trip last Saturday on the Provence. He left for home two or three hours after his arrival.



S. K. Bitner, of the S. K. Bitner Co., Lancaster, Pa., manufacturers of light cut glass, spent last Thursday and Friday in New York conferring with Cox & Lafferty, local sales agents for the concern.



I. D. Hurlbutt is back at his office again after being home for two weeks ill with the grip.



William M. Warrin says that it is not without regret that he leaves the old Crockery District to go uptown. His connection with it began in 1884, when he left school and entered his father's decorating shop, from which he carried ware to such firms as Wygand, Bawo & Dotter, etc. Two years later he went to work for Edward Boote and afterwards entered the employ of F.

S. Parmalee, with whom he continued until the latter's death in 1904. He remained with the F. S. Parmalee Co. until it went out of business and then took positions with Paul Joseph and Andrew H. Hoag for a short time prior to opening an office of his own in September, 1906. No wonder, after a connection lasting thirty years, he feels some degree of reluctance about severing old ties.



Charles Weiss and Walter E. Knowles, with Wm. Guerin & Co., are home from their initial trip of the season. They found business good in some places; only fair in others.



John Davison has arrived in Europe on his annual tour, having left New York on April 22.



Ray Fiske, who represents the Consolidated Lamp and Glass Co. through New York, Connecticut and Canada, has just returned from a very satisfactory four months' trip over that territory. Harry Duryea, Southern representative of the concern, is also back from a three weeks' trip which included stops at some of the principal cities.



G. H. Williams, representative of Malone & Nicholson, is spending this week making a trip through New Jersey with his firm's line of lighting glassware.



A. H. Bee, of Bar Harbor, Me., who has been spending the winter in California, stopped off here to do some buying on his way home this week.



Henry L. Pierce, who has been traveling for the A. H. Hewes Pottery Co., Cambridge, Mass., has been appointed postmaster of Barre, Mass.



Eugene Schmidt, one time buyer for the J. L. Hudson Co., Detroit, Mich., is now engaged with the Newson-Hawisher Co., Lima, O.



Emil C. Bronnum, general representative of the Royal Copenhagen Porcelain Co., who has been here for several months calling on the trade through the States, leaves for the factory at Copenhagen on the "Hellig Olav" Saturday.



C. H. Taylor, local sales manager for S. A. Weller, left on Thursday for a trip of several days to the factory at Zanesville, O.



Louis Brass, who succeeded John Wygand and who retired from business some years ago, was calling on his old-time friends in the District on Monday. Mr. Brass was a wise man. He closed out his jobbing business, invested his money in real estate in Brooklyn, and now has leisure to enjoy himself. If personal appearances are an indication of state of mind he must be very well

contented, as he is well-groomed and appears in excellent health.



L. T. Thayer, buyer for Clarke Bros., Scranton, Pa., left for home yesterday after spending a week placing orders in the markets here and Boston. Mr. Thayer only recently became connected with the above concern, this being his initial buying trip for them.



E. F. Anderson, of Geo. F. Bassett & Co., spent two days in Boston this week.



Frank P. Gragg, who travels for Wm. Guerin & Co., has been laid up with rheumatism in the hospital at Allentown, Pa., for nearly three weeks. At this writing he is improving.



Geo. H. Service, representing Josiah Wedgwood & Sons and Thomas Webb & Sons for Kennard L. Wedgwood, returned from a two months' trip through the Middle West on Sunday. On May 9, accompanied by Mrs. Service, he will sail on the Olympic for a two months' tour combining business and pleasure and including a visit to his home at Stourbridge, Eng. This will be Mr. Service's first European trip in three years.



John J. Miller, of Maddock & Miller, returned on Wednesday after spending several days calling on the trade in Boston.



Geo. B. Jones, the American representative of Johnson Bros., England, will make his annual trip to the factory May 7, sailing on the Baltic.



Frederick Skelton is calling on the trade in Connecticut.



Andrew Shaw, of Andrew Shaw & Co., Hull, Canada, was one of the buyers in the market during the past week. He said business was excellent with his concern.



Other buyers in town were R. R. Moore, Norfolk, Va.; F. L. Sturtevant, for Forbes & Wallace, Springfield, Mass.; H. Wonderlich, for Manufacturers' Outlet Co., Providence; S. J. Watts, for Woodward & Lothrop, Washington; A. F. Ellis, for Almy, Bigelow & Washburn, Salem, Mass.

UNDER THE NEW DUTIES.

STATISTICS from Washington show that under the new duties which went into effect the first of October there was entered for consumption for the three months ending December 31: china, not decorated, \$244,620, on which a duty of 50 per cent was levied; decorated, \$2,204,851, at 55 per cent. Earthenware, not decorated, on which a duty of 35 per cent was

levied, \$81,978; decorated, \$523,591. Common yellow, brown or gray earthenware; not decorated, on which 15 per cent was levied, \$7,060; Rockingham ware, 30 per cent, \$22,160. Earthen or mineral substances wholly or partly manufactured, not decorated, 20 per cent, \$20,366; decorated, 25 per cent, \$9,857.

IMPORTS FOR EIGHT MONTHS.

WE publish in another column the imports of earthenware and china for eight months ending February, 1914. These figures are for the fiscal year which ends June 30. On Feb. 2 we printed the returns for the twelve months of the calendar year ending Dec. 31. These two reports are a little confusing unless properly understood. As far as the trade is concerned the figures for the calendar year seem to be the most satisfying. In analysing the present figures there is a gain from every country over last year, and in totals a gain for 1912, though Germany and Austria combined show a slight loss for that period. The gains for the eight months this year over last by countries are: Germany and Austria combined, \$139,738; France, \$47,732; England, \$27,722; Japan, \$135,992; other countries, \$30,067; total, \$381,251.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending April 28, 1914.

ANTWERP	
13 packages earthenware	Geo Borgfeldt & Co
2 " "	Vogt & Dose
16 " "	Strobel & Wilken Co
213 " "	Miscellaneous Orders
23 " glassware	Geo Borgfeldt & Co
8 " "	Fensterer & Ruhe
41 " toys	Strobel & Wilken Co
30 " "	Miscellaneous Orders

CHRISTIANA	
25 packages earthenware	F W Woolworth
6 " "	Miscellaneous Orders
6 " glassware	Fensterer & Ruhe

HAMBURG	
6 packages glassware	Strobel & Wilken Co
6 " "	O O Friedlander
25 " earthenware	Bawo & Dotter
5 " "	L D Bloch & Co
6 " "	C L Dwenger
30 " "	O Goetz
57 " "	Strobel & Wilken Co
94 " "	Miscellaneous Orders
26 " chinaware	Strobel & Wilken Co
21 " toys	B Illfelder
194 " "	F W Woolworth & Co
29 " "	Geo Borgfeldt & Co
73 " "	Strobel & Wilken Co
4 " "	Miscellaneous Orders

BREMEN	
2 packages glassware	L Straus & Sons
8 " "	Strobel & Wilken Co
2 " "	Samstag & Hilder Bros
13 " chinaware	Strobel & Wilken Co
20 " earthenware	Geo Borgfeldt & Co
26 " toys	Strobel & Wilken Co

LIVERPOOL	
2 packages earthenware	The Rowland & Marsellus Co
13 " "	O Goetz
8 " "	H C Edmiston
19 " "	Maddock & Miller
8 " "	Fondeville & Van Iderstine
16 " "	Meakin & Ridgway
2 " "	Miscellaneous Orders
2 " glassware	Haviland & Co
2 " "	W H Plummer

LONDON	
4 packages toys	Geo Borgfeldt & Co
4 " "	Samstag & Hilder Bros

NAPLES	
88 packages glassware	Fensterer & Ruhe
3 " earthenware	H Creange
3 " "	F Bing & Co

ROTTERDAM	
41 packages earthenware	Geo Borgfeldt & Co
23 " "	J H Venon
8 " "	F Bing & Co
8 " "	L D Bloch & Co
67 " "	Miscellaneous Orders
53 " glassware	Fensterer & Ruhe
31 " toys	B Illfelder & Co
11 " "	A Steinhardt & Bro
107 " "	Miscellaneous Orders

SOUTHAMPTON	
5 packages earthenware	L D Bloch & Co
54 " "	Haviland & Abbot Co
45 " "	Wm Guerin & Co
10 " "	J H Venon
20 " "	Miscellaneous Orders

TRIESTE	
90 packages glassware	L Straus & Sons
69 " "	F W Woolworth
12 " "	J Palme

IMPORTS AT PORT OF BOSTON.

LIVERPOOL	
53 packages earthenware	Jones, McDuffee & Stratton Co
79 " "	Mitchell Woodbury & Co
4 " "	The Rowland & Marsellus Co
3 " "	Miscellaneous Orders

HAMBURG	
150 packages earthenware	Jones, McDuffee & Stratton Co
1 " "	Richard Briggs Co
81 " "	First National Bank
17 " "	L R Roberson
72 " "	American Express Co
27 " "	Wm R Noe & Sons
8 " "	Jordan Marsh Co
12 " "	Geo Borgfeldt & Co
3 " "	F Behrend & Co
8 " "	L E Knott Apparatus Co
23 " "	R F Downing & Co
118 " "	F W Woolworth
20 " "	Welsbach Co
1 " "	Stone & Downer Co
6 " "	W N Proctor & Co
9 " "	J E Berry
15 " "	L Wolf & Co
1 " "	Strobel & Wilken Co
166 " "	Miscellaneous Orders

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

Pottery manufacturers located in West Virginia, also glass manufacturers in that State, will "have the bulge" on the Ohio manufacturers

soon, so far as the cost of fuel is concerned. The Manufacturers' Heat and Light Co. applied to the West Virginia Board of Public Service for the right to increase its rates, and the new schedule goes into effect May 1, affecting seven companies supplying gas to forty-seven cities, towns and magisterial districts in ten counties in the northern section of the State. The third district comprises Hancock county (Chester and Newell), with the normal rate at twenty-two cents and the industrial rate 11 cents. The order provides that the discount of 1,000 cubic feet shall be uniform. The rates given are net. Companies affected by the order are the Manufacturers' Gas Co., Tri-State Gas Co., Wheeling Natural Gas Co., Ohio Valley Gas Co.

* *

The opening of lake navigation on April 15 resulted in a number of shipments of pottery from this district being made to the Northwest territory by that route.

* *

Buyers in the district during the past few days came not only for the purpose of placing orders for early summer delivery, but to try to hurry through some old business. Those here were J. M. Watte, with Butler Bros., New York; Clem Kuhlman, with "The Fair," Cincinnati; George Wheelock and Mr. Rice, of C. E. Wheelock & Co., Peoria, Ill.

* *

C. J. Davis, formerly general manager of the Ohio China Co., East Palestine, badly injured his right foot by stepping into an open ditch near the pottery plant, and was confined to his home for a week.

* *

Construction of the new-story office and sample room for the Taylor, Smith & Taylor Pottery Co., Chester, will start early in July. The commercial department will be quartered on the first floor, while the second floor will be confined entirely to the display of lines made by this concern. The six-kiln addition to this plant, recently completed, is now being operated to

capacity. The company has transferred all its chattels from the old Brunt Pottery, which it occupied for over a year.

* *

The Quality Stamp Co., of this city, manufacturers of rubber stamps for pottery decorating purposes, will have a new catalogue of designs ready within a few weeks. The creations are new, and exclusive with this firm.

* *

Peter J. Rinken, buyer for the china department of the Boston store, Chicago, is making a visit to the potters of East Liverpool and vicinity.

* *

John Macdonald, sales manager for the Knowles, Taylor & Knowles Co., has been spending the past few days in Chicago on special business.

* *

"We have been shipping a carload a day for the past two weeks, which is going some for a six-kiln plant," said an official of the Smith-Phillips China Co. This is establishing a new record for shipment by this concern. Brickwork on the new engine room at this plant was finished this week, and this means the capacity of the shops will be increased at an early date.

* *

W. G. Jackson and W. C. Lynch, Eastern and Western representatives for the Taylor, Smith & Taylor Pottery Co., have finished their spring trips and are now at the home office in Chester, W. Va.

* *

A fine vaudeville and moving picture house will be built in Sebring, O., by O. H. Sebring, of the French China Co. The building will be of brick, 40 by 90 feet, with a handsome arched entrance, and will accommodate 400 people.

* *

The Guernsey Earthenware Co., Cambridge, O., has completed the foundations for three new buildings, one of which will be 200 x 298 feet, and the others 60 x 60 feet each.

* *

The practical joker was busy here last week, and as a result a number of merchants had somewhat of a

"scare" thrown into them. They were told that all the potteries had agreed to close July 5. Manufacturers were called up about the matter, and there was considerable perturbation until it dawned upon someone that July 5 was a Sunday.

It is reasonable to believe that the "Astor Agreement," formulated by committees representing the manufacturers and pottery workers last fall, will not be reopened, as the agreement specifies is permissible. The time set for further debate on this matter is August 1, but because of the harmony and good will which now exists between manufacturer and employee it seems as if the work of the convention will remain in effect during the two-year term.



It is reported that the proposition of the **Wheeling, Steubenville Pottery Co.** to take over **W. Va.** the plant of the La Belle pottery here, which was considered six months ago, has been revived, and that the deal has been practically closed whereby the Steubenville concern will occupy the big plant, which is the most modernly equipped in that section, and manufacture a general line. Last winter this matter was taken up through the Board of Trade, but the firm failed to get together and the scheme was dropped. If it is now put through it means that Wheeling will have one of the largest potteries in this section working in full within a short time.

WHY EXCESS BAGGAGE RATES SHOULD BE REDUCED.

A SITUATION which resembles in many respects the express situation before the remedy was applied has been found to exist with regard to the rates exacted by the railroads for transporting "excess baggage."

The railroads carry for each passenger who buys a ticket 150 pounds of baggage without extra charge, assuming a liability of not more than \$100 in case of loss. For more than 150 pounds they generally make an extra charge of one-sixth of the passenger rate for each 100 pounds of "excess," with a minimum charge of twenty-five cents.

There was so much dissatisfaction with this charge that in 1911 The Merchants' Association of New York, the St. Louis Business Men's League, the Chicago Association of Commerce, and other leading organizations representing 35,000 business houses, together with the Travelers' Protective Association and other associations representing 400,000 commercial travelers, joined at the suggestion of F. W. Crandall of St. Louis in forming the National Baggage Committee, of which Mr. Crandall is chairman, for the purpose of applying to the Interstate Commerce Commission for a reduction of the rate by sixty-nine railroads.

A petition was prepared and a large amount of

evidence has been presented to the Commission. The brief filed discloses interesting facts.

The obligation to carry travelers' baggage arose in stage-coach days, when fourteen pounds was allowed to each passenger. The railroads at one time made no charge for transporting baggage, but the general practice now is to include transportation for 150 pounds in the price of each ticket, no one trunk to weigh more than 250 pounds. All weight in excess of 150 pounds is charged for. Some States compel an allowance of 200 pounds to each passenger, and Canada allows 300 pounds.

The "excess baggage" charge made by the railroads up to July 1, 1908, was generally twelve per cent of the passengers fare, but in that year it was raised to 16 2-3 per cent. The reason given for the increase was that many passenger fares had been reduced from three cents to two cents a mile.

The National Baggage Committee asks the Interstate Commerce Commission to order a rate based upon a graduated percentage of from 12½ per cent to 8 per cent of the passenger fare, with a minimum rate of fifteen cents per 100 pounds, and a minimum charge of twenty-five cents per shipment—the present minimum rate and charge.

The railroads now collect annually a total of more than \$7,173,402 from "excess baggage" charges.

It is pointed out in the brief that each passenger train must be equipped with a baggage car, so that the railroads are not required to furnish additional facilities for carrying "excess baggage."

As no figures are available showing the actual cost of transporting "excess baggage," the brief points out that the only way to arrive at an approximate estimate of the cost is by comparison with similar service. As a basis of comparison, the charge made by the railroads for carrying express packages and cream, both of which are frequently carried in baggage cars, are taken.

It is admitted that the railroads' share for carrying express packages is about fifty per cent of the express rate.

It is shown that the present charge for "excess baggage" is greatly in excess of the railroads' share of the old express rate, as well as of the new express rates which took effect on February 1.

While express packages are picked up and delivered by the express companies, "excess baggage" is handled only at railroad stations. The cost of this handling is less than five cents for each package.

It is shown that the excess weight in a package is contained in the same package with the 150 pounds allowed; so that in handling excess weight it is not necessary, as a rule, to handle an additional trunk. In other words, the handling of the excess weight is incidental to the handling of the weight allowed, which must be handled in any event.

It is shown that about fifty per cent of all excess weights are less than 100 pounds; so that, in view of the minimum charge of twenty-five cents, they would not be affected by a decrease in the rate.

The charge made by the railroads for "excess baggage" falls heavily upon commercial travelers and the business houses which employ them. It represents a tax upon commerce. The activity of the commercial traveler brings business to the railroads and should not be discouraged.

The National Baggage Committee also asks an insurance rate for the insurance of "excess baggage" of over \$100 in value which shall not exceed one-tenth of one per cent for each \$100 or fraction thereof, with a minimum charge of ten cents. This is the rate now charged by the express companies and the commercial insurance companies on the insurance of like risks.

The railroads charge an insurance rate of ten cents for each \$100, with a minimum charge of twenty-five cents. It is contended that there is no justification for this charge.

THE "MEMORY" CLOCK.

A NOVEL clock which has recently been placed on the market is fitted with a device that will in many instances take the place of memory, says a writer in "Playthings."

This clock does not differ in appearance from an ordinary mantel or boudoir timepiece, except that around

the outside rim of the dial there are holes so placed that there are four of them between every hour sign, they being marked $\frac{1}{4}$, $\frac{1}{2}$, $\frac{3}{4}$, and a star, the latter directly opposite the hour.

With the clock is furnished a number of small brass plugs, the purpose of their use being this: When one of them is placed in one of the before-mentioned holes, say at a point where it marks a quarter after one o'clock, the clock will make a distinct buzzing noise, loud enough to attract attention at exactly a quarter after one o'clock, regardless of how many plugs are in the other holes.

The value of such a clock to a business man can scarcely be overestimated. As soon as he arrives at his desk he can plug up the clock in accordance with his appointments and other matters which have to be attended to at a certain definite time. After the clock has been plugged he can proceed with his work and promptly forget all about his appointments. At the first call of the buzzer, by referring to his memorandum pad he knows what matter requires his attention, and so on during the day.

By means of such a clock a man can be entirely free of carrying in his mind the countless things that have to be attended to at certain times, and, better still, there is no danger of his forgetting them, a mentor being constantly before him.

UNITED CUT GLASS CO.

AND

M. HERBERT CO.

HAVE REMOVED TO

8 West Twenty-second St., New York,

where they will be glad to receive their friends.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

CHESAPEAKE POTTERY,

BALTIMORE, MD.,

Four-Kiln Plant Complete

FOR SALE OR RENT

on easy terms.

Address F. R. HAYNES,

1108 Decatur St., Baltimore, Md.

HELP WANTED.

OLD established firm, manufacturers of light cut glassware, want representatives who have years of experience with cut glass and good connections, to handle their lines on commission in the following territory: St. Louis, New Orleans, Southern States, San Francisco, Seattle, Minneapolis and Northwestern States. Address Box 900, this office.

WANTED—A good, live representative for New York State and city, also Philadelphia and Pennsylvania, to handle our lines on commission, by well-established manufacturers of light cut glassware. Must be well known among the trade and have good business following. Address Box 901, this office.

WANTED—Salesman for Western Pennsylvania (where we have a long-established trade) who has a thorough knowledge of china and earthenware. Liberal arrangement will be made with a competent man. FISHER, BRUCE & Co., Philadelphia.



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CROCKERY and GLASS JOURNAL

NEW YORK, MAY 7, 1914.

THE CONDITION OF BUSINESS.

New York A little better tone in business was noted this week, an increased demand for china from stock having been received, and there was more call for cut glass. Mail orders were fairly good considering the times, and returning travelers brought in some orders.

A review of the April business shows conditions better than were supposed. Some people who thought they were running behind find that they have equalled or exceeded April of last year.

Reports from the Western pottery districts are to the effect that business is keeping up excellently.

The domestic glass factories find a little better demand for some kinds of pressed ware. Blown glass is quite active.

The lamp trade is not very brisk, although there is an increasing demand for lighting glassware. As a matter of fact, in the modern system of lighting glass is the principal feature, the amount of brass in electric fixtures being next to nothing. The biggest part of the cost lies in the fragile portion of the fixture.

There is a little spurt in Japanese goods from stock—not heavy, but gratifying.

Housefurnishing goods are moving with their accustomed vigor at this season of the year.

Wholesale trade in the interior still continues fairly good, but it is remarked that while the wholesalers are selling they are not buying, and it will not be long before their stocks will be at as low an ebb as those of the retailers.

Retail trade in the city seems to depend largely upon weather conditions. When we have a warm, bright day, which is not often, business shows improvement at once. From interior points reports are fair.

Taken as a whole, the wholesale business up to date is about normal, and there is no ground for the gloomy feeling indulged in by some members of the trade. To such we commend a perusal of our editorial on another page. Orders are to be had, but not by the merchant who sits complainingly in his office, waiting for them to come to him. He must get after them—and “getting after” business nowadays means the utilization of every method that the modern merchandising spirit has invented for the purpose. What these are will readily occur to him if he will but set his mind to the question.

East Liverpool and Vicinity

The slight lull in orders which was experienced during April has passed, and new business is now being received by pottery manufacturers in as large a volume as ever. Collections, however, in a number of instances are reported “tight.” Buyers want goods, and the plants have sufficient orders on the books to continue active operations for months to come. Many salesmen are off the road, and will not start out until June or later.

Pittsburgh and Vicinity

While the glass factories in this district could still take care of a considerable amount of business over that now being received, yet an improvement in the trade is announced. Tableware is

having a moderate movement, and soda fountain requisites are showing a firmer tone. Bar lines are selling just a little below normal. Lighting glassware is reported active, with an increased volume of inquiries being received.

SAN FRANCISCO AND THE COAST.

ACTIVITY is not quite as noticeable at the local crockery and glass sample rooms, as out-of-town buyers are scarce, and most of the travelers have gone on the road again. The wholesalers report good orders from them so far. The demand for lighting glassware is on the increase, and those handling such lines are preparing for a big business this summer in view of the building activity in this vicinity.

B. F. Heastand, Coast manager for the Fostoria Glass Co. and the Smith-Phillips China Co., has just returned from Honolulu. He says things are rather quiet in the islands owing to the sugar situation, but that he did a satisfactory business notwithstanding. Samples arrived a short time ago of twenty-two deep etched vases from the Fostoria factory, and they are taking well.

F. M. Dunn, Coast representative of the United States Glass Co., has left for the Northwest on a three weeks' trip.

P. D. Callahan, representing the Faries Mfg. Co., Decatur, Ill., was among the visitors here.

O. F. Sutherland was here recently booking orders for the dinnerware lines of Geo. F. Bassett & Co.

Joe Brunner, local manager for Bawo & Dotter, left for Portland last week, and will show samples at Seattle, Spokane and Tacoma also.

Mr. Renowitz was a recent visitor in the interests of Barnard, Rice & Co., New York.

Alfred Stahel, Jr., of Alfred Stahel & Sons, San Diego, Cal., passed through San Francisco a few days ago en route home after spending a month in the Eastern markets.

W. R. Landrum, Coast representative of Unger Bros., is spending a few days in this city.

Guy Pittinger, representing the Homer Laughlin China Co., is calling on the local trade this week after spending some little time in the Northwest, where he was detained on account of illness.

J. Lee Richards, manager of the crockery, glass and housefurnishings department of Hale Bros., has just returned from Europe. He was absent about three

months, spending several weeks in the Eastern markets before sailing. He reports a very successful purchasing trip. Miss Mae Springer, buyer of toys, has also returned from a three months' purchasing trip to the Eastern and European markets.

The trade here has been notified by Robert Howard Smith that he will be at the Hotel St. Francis about May 14 with the S. A. Weller line.

Clifton Lewis, salesman at the San Francisco office of the Pittsburgh Lamp, Brass and Glass Co., is receiving congratulations upon his marriage, April 28th, in this city, to Miss Edna Steiner, of Peoria, Ill.

E. N. Friedman is calling on the local trade this week in the interests of the Will & Baumer Co., New York.

J. R. Andrews, who for fifteen years was connected with the Sorensen Co., has opened in business for himself at the store formerly occupied by that company in the Mission district. He has fitted up a special china and cut glass department, which is under the supervision of Mrs. Andrews.

Mr. Macpherson has opened for business in Strathmore, Cal., with a stock of housefurnishings, crockery and glassware.

Believing that Vincent Amedeo, a rival business man, was trying to get his formula for making Pompeian vases, August Repetto, of Forty-fifth and Grove streets, Oakland, Cal., a few days ago ordered him from his place. The two got into an argument and were soon using their fists, which resulted in their arrest.

Geo. Lewis, president of Shreve & Co., returned a few days ago from the East.

DELFT WARE.

THE question is frequently asked, "What is Delft?" but the true answer can only be given when the place of manufacture and the date of the particular Delft referred to are given. The ware has been made at Lambeth, Liverpool, Bristol, Wincanton (Somerset), and in Staffordshire, England and there are differences in the bodies of all; but there is one general characteristic which is common to all—a close resemblance to porcelain in appearance, but without the qualities which are peculiar to that hard-fired body. Briefly stated, Delft is a porous earthenware body, thickly covered with a white opaque coating of enamel. Being porous, the ware is light in weight, and the tin enamel which is usually employed to cover the brown body forms a good ground for the surface designs which are generally painted on it in blue. The ware was first made in Holland (about the year 1600), and it was given the name of its town of origin—Delft.

THE METROPOLITAN MARKET

It seems as if the streets in the down-town crockery district were never to be settled. The wooden pavement laid down in Warren street having proved unsatisfactory on account of the grade, that thoroughfare is being repaved with Belgian blocks and is at present impassable. Now the contract for the construction of the subway has been given out and West Broadway is beginning to be torn up. The building on the northeast corner of Park Place is to be demolished, and then the street itself will be disrupted. From every indication this neighborhood will be in a state of chaos for a long time. But when it is all done Park Place will be as near the big hotels uptown in point of time as any of the ware-rooms on Fifth avenue or Twenty-third street.

Julius Palme has moved to No. 44 Murray street, the building which W. S. Pitcairn vacated. He occupies the whole building except the store floor, and finds it much pleasanter than his old place.

A rumor is being circulated in the crockery and glass district that John Wanamaker has purchased a large hotel property at Forty-second street with the intention of eventually moving uptown. No confirmation could be obtained at the Wanamaker store. The report is persistent, however, and comes to us through one who claims to have received the news from an authentic source.

There is a very active demand for the United States Glass Co.'s No. 51 optic glassware. The line has many features to recommend it—superior quality and finish, tasteful shapes, and a rich yet simple decoration consisting of a narrow band edging of pure coin gold.

The Rowland & Marsellus Co. are making a very handsome showing in their new warerooms at 139 Fifth avenue, where they occupy the store floor and basement, with Thos. Hamilton and his line of lamps in the rear. The immense floor is divided into booths to show each line by itself. The office is in front and is arranged very conveniently. On the first floor the finer grades

of china and glass are shown, and in the basement, which runs under the whole of the store floor, are the lower-priced goods. They have a magnificent show window and their location is admirable. The whole establishment is a great improvement over the old down town store.

The Tajimi Co., anticipating the big demand for the novel miniature Japanese sets that have sprung into popularity as a dinner table decoration, laid in a large stock. They are also taking special orders for import. The sets consist of houses, people, animals, birds, etc., in metal and pottery, arranged in especially-made dishes. They admit of endless possibilities in producing scenic effects, and dealers will find it a profitable line to carry.

Morimura Bros. last week opened a line of Chinese vases—a new departure for this concern. They have shown their usual good taste in the selection of these goods, and have some choice things to offer the trade.

D. King Irwin, agent of the Cambridge Glass Co., has displayed a great deal of taste in fitting up the concern's handsome new showroom on the third floor of the Gerker Building, 92 West Broadway. Mirrors occupy every foot of available wall space, while tables with mirror tops are placed about the floor to excellent advantage. Each line has a special space allotted to it, and can thus be examined with the greatest convenience.

Paul Joseph's spacious new salesroom in the Gerken Building, 92 West Broadway, will rank with the handsomest in the trade and shows off very advantageously the extensive line of samples from the Duncan & Miller Glass Co. The room runs the full width of the building on West Broadway and has an abundance of light. Mr. Joseph is showing several new items in table glassware that the concern has just brought out, conspicuous among which are additions to the popular No. 83 line in tumblers, jugs, celery dish, footed ice cream and cafe

parfait. This is an optic glass with a plain ribbed band. Both quality and finish are the best, and the shapes are unusually pretty.

The S. Herbert Cut Glass Co. and the Thos. Shot-ton Cut Glass Works are installed in their new ware-rooms at 35 and 37 Fifth avenue. The room is very handsome, being lined with mirrors all around, and the brilliant cut glass makes a fine display. They will show a greatly enlarged line now that they have more space, and are bringing out many new floral designs.

Many new items in jardinières and pedestals will be found in the comprehensive display from the Brush McCoy Pottery Co. at the salesrooms of Cox & Lafferty. They are especially desirable for the summer trade and are so attractively priced that they can be retailed very reasonably and yet net a splendid profit for the dealer. A special offering is a jardinière and pedestal standing fifteen inches high, in a pretty design and assorted blended colors, at 25 cents.

A line of stem and other glassware that is particularly attractive for its pretty patterns and graceful shapes, yet inexpensive, is being shown by the Strobel & Wilken Co. in several well-executed etched and engraved designs in both floral and figured treatments.

Recent arrivals from the Smith-Phillips China Co., now being displayed by H. Benedikt, are some very attractive toilet sets with unusually pretty decorations in hair-line effects; also floral and figured borders in new colorings. The shapes are particularly good, and they are very reasonably priced.

The De Muth Glass Mfg. Co. are now located at 86 Park Placs, occupying one of the floors vacated by Paul Joseph.

A. H. Heisey & Co. are now in their new ware-room at 200 Fifth avenue (Fifth Avenue Building), room 358. It is considerably larger than their old place down town. The walls are lined with mirrors to the ceiling, and as the tables are all white enamel the effect is brilliant. A. A. Bean, who is in charge, is much pleased with the new surroundings.

THE "FREE PORT" PROJECT.

THE Merchants' Association's Committee on Foreign Trade has announced that it will give a hearing on the "Free Port" project in the Assembly Room at the headquarters of the Merchants' Association on Thursday, May 14, at two p.m.

The "free port" is a zone into which foreign goods

may be brought without payment of duty, stored, mixed, repacked, manufactured and trans-shipped for export. Manufacturing establishments and warehouses may also be maintained in such a zone.

In order to test the sentiment of the members of the Merchants' Association upon the project an expression was invited by the Committee. Of 250 answers received, 167 were in favor of the project, twenty-seven opposed it, and fifty-six declined to express any opinion at that time.

THE GOLFERS.

FOLLOWING is the schedule of the Pottery, Glass and Brass Golf Association for the season of 1914:

May 7, at Baltusrol.

June 25, at Essex County Club.

July 14, at Dunwoodie Golf Club.

Aug. 20, Sept. 24 and October, at courses to be selected.

President Pitcairn has offered a cup for the best selected score for the season and also one for a kicker's handicap.

Other cups will be donated by Vice-President Peck, John J. Miller, J. Duncan Dithridge, and others.

At the final meeting in October the CROCKERY AND GLASS JOURNAL Championship Trophy will be played for, and also the final rounds in the selected score competition.

As there will be twelve rounds of eighteen holes in the selected score contest, and as players will be carefully handicapped, contestants who attend all or a majority of the tournaments will have an excellent opportunity to win the president's beautiful cup.

The first meeting is being held at Baltusrol as we go to press.

At a meeting held in the Hardware Club on Tuesday it was decided to make a charge of \$2 for annual dues.

STILL IN THE BROKERAGE BUSINESS.

INDIANAPOLIS, IND., May 4.

Editor CROCKERY AND GLASS JOURNAL.

It is just being brought to my attention that there has been a misleading impression created with the trade as to my recent connection with the Cut Glass Products Co. Some of my trade have written me and others on whom I have called state they got the understanding from an article in your paper that I had discontinued the brokerage business to represent the above concern as sales manager in this territory. While I have taken on their line, it is in connection with those which I have represented in the past.

Believing it is your ambition to serve your subscribers with correct information at all times, shall kindly ask that you correct the impression above referred to in your columns.

HARPER J. RANSBURG.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

The charge for "spotting" cars will become effective May 27 on the Pennsylvania lines West. Shippers say that the charge is equal to an increase in freight rates of about five per cent. The exaction of \$2 a car for placement from a siding into a warehouse and the hauling of it out will affect the owners of about 25,000 sidings in the Central Freight Association territory, which includes the district east of the Mississippi River to the head of the Ohio River, Pittsburgh to Buffalo, Potomac River points, and the Great Lakes.

"Business keeps up very satisfactorily" says S. F. Elkin, of the Elkin Glass Co. The concern will issue within a fortnight a new catalogue of the "Vesta" line of semi-indirect lighting bowls. A trip in Canadian territory will be the next business journey of Mr. Elkin.

The Deidrick Glass Co., Rochester, Pa., will remove to Monaca, across the Ohio River, soon. The concern is erecting a new plant, and plans to have it in operation within the next two months. A reorganization of this company has been consummated, and it is expected that the capacity of the business will be more than doubled when the factory is in operation.

Should the decrease in the number of saloons continue in other States as it has in Ohio during the past three years the bar glassware business will suffer to a great extent. There are only about one half the number of saloon in Ohio now compared with three or four years ago. Many towns will vote on the local option question this fall, and no one can tell which way the "cat will jump," Pennsylvania courts this year have shown a tendency to lessen the number of licenses granted.

Glass manufacturers in this district who do business with Mexico are having their troubles. The Ward line of steamers out of New York refuses to accept consignments, and it is impossible to get mail through to that war-ridden country. One manufacturer said that several hundred dollars were due him, but he could not get the money. So far as can be learned, no glassware

of any kind is being shipped to Mexico from this district. The last went about two months ago.

A new sanitary restaurant sugar shaker resembles in shape a Weiss beer, without handle, and possesses an optic effect. It has a metal screw cap, on the top of which is a small, automatic-acting covered spout, from which when tilted a small amount of granulated sugar flows. It is being made under a patent procured by a Pittsburgh man.

The United States Glass Co. announces the creation of a new souvenir assortment. All the pieces are decorated in gold, and there are fifteen different items in the package. The new lighting glassware recently placed on the market is evoking much favorable comment.

Twenty-three years ago last Monday, Andrew Stock started in the glass decorating business under the title of the Oriental Glass Co. on South Eighth street, this city, and the business has been operated continuously ever since, the sons of Mr. Stock having taken upon themselves the management when their father died.

Big business may be expected to come into some of the factories soon, owing to the bright crop reports. Large packing house buyers are looking over the market and placing their requirements for glass goods for the coming season. All of them believe that crops will be very heavy, and that much glass will be needed in consequence.

Scheme glassware appears to be in somewhat better demand, from reports obtainable this week. On account of inability to get prompt shipments from some of the potteries these dealers are going into glass—for the time being, at least.

Orders for from ten to fifty barrels of glassware are now being booked by local and nearby glass manufacturers from summer carnival concession people. One buyer in placing his order here last week for his first fifty barrels said that he wanted only a few "big" pieces—the bulk of the order being for small items.

All such business is on a cash basis, and the volume of trade from this source is growing annually.

General Manager Yeager, of the Central Glass Works, Wheeling, says that the plant is working on good time, and that business is showing a decided improvement. They have been very successful in catering to the railroad and steamship companies, which use a tremendous amount of the concern's glassware. No less than thirty-two of these companies prominent in the world of transit are regular customers.

Glass manufacturers who operate cutting departments and a committee representing the cutters met in the office of the Glass Association in the Conestoga Building Tuesday for the purpose of agreeing upon certain adjustments in the working scales.

AT PITTSBURGH

THERE is every reason for believing that the demand for toys this season will be the most extensive dealers have experienced in many years. Even now there is a tendency to purchase dolls on a scale larger than prevailed at this time last year. Those New York concerns which have been showing here during the last few weeks, and who are not now showing dolls, but did heretofore, are besieged with inquiries. These salesmen are optimistic concerning the doll and toy trade. Although the season is young these early inquiries indicate that the later specifications will eclipse those of former years. The toy buyers in the larger department stores here are pleased with present business on toys, and say that they will buy liberally later in the season for holiday delivery.

Stockholders of the Rosenbaum Co. will meet July 2 to voted upon a proposed increase in capital stock from \$4,000,000 to \$45,000,000. The company's directors have declared the regular quarterly dividend of 1¼ per cent on the preferred stock, payable immediately.

A. K. Ackerman, who has been at the Colonial-Annex Hotel with the lines of the Strobel & Wilken Co., has closed his display and entered new territory.

Bert Graeser, of the Duncan & Miller sales force, was in the district during the past week.

E. P. Chapman was at the Ft. Pitt showing the cut glass lines of the Demer Bros. Co., Great Bend, N. Y.

Charles Israel, with the Meriden (Conn.) Cut Glass Co.'s samples, was here late last week.

The local sample room of Kinney & Levan is now

employing three salesmen in its lighting glassware and fixture department.

"You can load up all you have a mind to on character dolls, and you will never get stuck," said a large department store buyer this week. "We have bought heavily of these goods for both present and future shipments, and we are selling all we can put in stock."

The capital stock of the Enterprise Enamel Co., Bellaire, has been reduced from \$200,000 to \$5,000.

The Federal Enameling and Stamping Co., McKees Rocks, Pa., a suburb of Pittsburgh, has bought the plant it has been operating under a lease during the last two years from the Art Brass and Fixture Co., the latter having started in the business of manufacturing lighting fixtures.

The Kauffmann & Baer Co. "pulled off a stunt" in the china department a few days ago which "brought the crowds." A special sale was held of a composition of thirty-two pieces from any open stock pattern in the store at half price. Nearly 500 compositions were sold, and this means later business on "fill-ins."

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments week end'g Apr. 18, '14	Correspond- ing period 1913	Exports Jan. 1 to Apr. 18, '14	Correspond ing period 1913
New York	72	54	1935	2543
Boston	218	238	3154	3272
Philadelphia.	349	221	2868	2014
Baltimore	33	131	814	907
San Francisco...	54	20	362	394
New Orleans....	11	....	37	35
Portland (Me.)...	64	35	270	410
Galveston	141	35	978	1216
Newport News...	....	49	113	61
Portland (Or.)...	....	....	....	91
Inland Points	34	1	250	208
Total	976	784	10781	11151

From the Freight and Shipping Circular of John Edwards & Co
Liverpool.

TO	Shipments week end'g Apr. 18, '14	Correspond- ing period 1913	Exports Jan. 1 to Apr. 18, '14	Correspond ing period 1913
Boston	218	238	3351	3347
New York	72	54	2122	2627
Baltimore	33	131	835	1024
Philadelphia.	349	221	2868	2014
New Orleans....	64	35	310	414
Newport News...	54	20	438	394
San Francisco ..	141	35	981	1218
Portland (Me.)...	....	49	113	61
Galveston	11	....	37	35
Portland (Or.)...	....	....	....	99
Inland Points...	....	....	104	136
Total	942	783	11159	10369

Illuminating Devices.

Hanging, Stand and Portable Lamps; Light-
ing Glassware, indirect and semi-indirect;
Domes, Shades, etc.



A DEVICE in the way of an alarm signal to give warning that it is time to depend no longer on fading daylight, but to turn on the gas or electric lamps, is now being devised. The usefulness of such an apparatus is apparent. Records show that the greatest strain on the eyesight comes in the late afternoon hours near sun-down, or on dark, dull days when it does not seem to



AT OSCAR O. FRIEDLANDER'S.

be dark enough to turn on the artificial light. Each case is a matter for the judgment of some individual, and the tendency is to delay. In stores, offices, schools, libraries, to say nothing of the home, the lights are switched on many a day only after a period of eye-strain; so illuminating engineers have called for a machine that will decide at what moment lighting should begin. The difficulty in building a successful one is in making it inexpensive enough for general use. Thus far the idea has not been developed to the point of marketing such an alarm, but it is being worked out, and may come into general use before long.

As an evidence that conditions are improving, the records of the manager of one of the prominent illuminating glassware houses in the District show that the business done by this concern during April has been the largest for this month that they have had in ten years.

The Pittsburgh Lamp, Brass and Glass Co. moved to their handsome new showrooms at 35-37 West Twenty-third street last week, where they are prepared

to show the largest line of portables and lighting glassware in the history of the concern—in fact, they have one of the most comprehensive displays in this line of goods on the market. Included among the new things is a complete assortment of piano and desk lamps with green white-lined shades, both single and double adjustable. These are both ornamental and extremely practical, and will prove specially good department and stationery store sellers.

Some remarkable values in solid mahogany floor lamps, both plain and in prettily carved designs, are features of the Bawo & Dotter lamp department.

Malone & Nicholson, local sales agents for the Eagle Glass and Mfg. Co., are having excellent success with the concern's latest addition to their line of illuminating glassware—a square-shaped semi-indirect dish made in all sizes, with shower shades to match, in many pretty floral designs.

The Imperial Art Glass and Lamp Works have outgrown their present quarters at 26 Sullivan street, and have leased the entire eighth floor in a new build-



BY WM. R. NOE & SONS.

ing at 205-209 West Nineteenth street, where they will remove some time during this month. They will occupy a floor space of 8,500 square feet, which will enable them to have the factory and showroom on the same floor, and they contemplate making the latter one of the handsomest in the trade. The new location is convenient

to the Sixth avenue elevated, the Hudson tunnels and the new Seventh avenue subway.

The Phoenix Glass Co. are showing several new items in illuminating glassware that will appeal to the dealer looking for something out of the ordinary. Not a week passes that does not bring something new from the factory.

A timely offering of the Tajimi Co. is an artistically-shaped bamboo electric portable at a very special price. It stands twenty-one inches high, with a sixteen-inch shade which may be had lined in a choice of several colored silks. Nothing prettier in this line could be wished for.

Among several new items which Wm. Dougherty, salesmanager for the Consolidated Lamp and Glass Co.,



BY THE PITTSBURGH LAMP, BRASS AND GLASS CO.

is showing in Cora glass are two very artistic lantern globes in quaint shapes with designs of classical figures in a combination verde and bistre finish.

Sealed proposals will be received at the office of the Supervising Architect, Treasury Department, Washington, D. C., until May 14 for furnishing and installing lighting fixtures at United States post office and court house of New Orleans, La., in accordance with drawings and specifications, copies of which may be had from the custodian at New Orleans, or from the Supervising Architect.

Each week brings additional new samples in portable lamps from the Bradley & Hubbard factory, and judging from those already on display the 1914 line will be a revelation for the originality of its designs and finishes.

THE store that says: "We treat all classes of customers alike" and then does it, will get the business. People in general like that theory when it is put into practice.

JOTTINGS FROM BOSTON.

MOST everyone in the trade is busy these days mail orders being especially good. Local demands also have been coming in in volume. With more decent weather it is expected that buyers from distant points will flock to Boston in still larger numbers.

H. B. Hollis is back from his trip to the factory of the Lancaster Glass Co., where he spent several days. On this trip Mr. Hollis visited Chicago and "annexed" the lines of the Central Cut Glass Co. and the Crystal Fixture Co. He expects to have the samples on display by next week.

Arthur F. Ellis, buyer for Almy, Bigelow & Washburn, Beverly and Salem, has returned from a short purchasing trip to New York.

Mr. Knowles, representing the Pouyat line, was at the Parker House a few days ago.

Frank J. Chase, of Chase & Francis, who has been laid up at home for about three weeks suffering from trouble with his ankle, was able to get to the firm's quarters the other day, and his friends were mighty glad to see him about again.

W. A. Purington has just placed on display at 157 Federal street a full line of cut and engraved work on thin blown vases, water sets, sherbets, etc., made by J. F. Singleton, Boston.

A. A. Graeser, representing the Duncan & Miller Glass Co., Washington, Pa., has been showing his lines at Young's Hotel this week.

Harry Hollander, buyer for W. A. Bacon Co., has been receiving the sympathy of his many friends on the death of his brother, which occurred the other day.

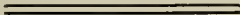
A. H. Bee, of Bar Harbor, paid the Boston trade a brief call the other day on his return from California, where he spent most of the winter.

George R. McFarlin, one of the oldest salesmen in the employ of Jones, McDuffee & Stratton Co. and formerly in business for himself, is reported this week as improving from the effects of his recent accident, when he was struck by a car.

John J. Reed has taken his son, Lawton J. Reed, in business with him. Mr. Reed has just placed on display new lines from the Liberty Cut Glass Co., Egg Harbor, N. J.; Corona Cut Glass Co., Toledo, O., and Ripley & Co., Pittsburgh.

Burglars entered Woolworth's five and ten cent store at 1,075 Washington street over Sunday, carried a small safe from the first floor office to the basement,

oke it open and stole several hundred dollars in cash. Two or three men must have been on hand to have carried the safe. Several weeks ago burglars broke into the Woolworth store in Central square, Cambridge, and secured \$2,000.



THE CONTESTANTS AT BALTUSROL.

THE morning score of the players in the first game of the Pottery, Brass and Glass Golf Association this season was as follows:

	out	in	total
Wedgwood.....	55....	54....	109
Pitcairn.....	55....	53....	108
Miller, John J.....	48....	51....	99
Miller, Meredith.....	49....	57....	106
Muirhead.....	52....	55 ...	107 hdep
Day, John.....	60....	64....	124— 8
Hinman.....	54....	57....	111— 8
Dorflinger, L.....	56....	58....	114—25
Wetton	81....	68....	149—25
Anderson.....	69....	69....	138—30
Dwenger.....	74....	77....	151—30
Dealing (no card)			
Dithridge.....	50....	54....	104— 8
Peck.....	54....	52....	106
Owens.....	54 ...	51....	105
McFadden.....	52....	45....	97
Day, C. P.....	58....	57....	115
Lothrop.....	64....	59....	123—15



AT CHICAGO.

THE Jefferson Glass Co. have taken rooms 816 to 819 in the Michigan Building, corner of Michigan ave-ue and Washington street, and will fit them up in the handsomest kind of way. Albert W. Boulton, an illum-inating glassware man of wide experience, will be in charge.

A. H. Heisey, of A. H. Heisey & Co., Newark, O., spent several days recently with Walter S. Redfield, manager of the Chicago office of the company.

C. P. Reddrop, sales manager for the Summit China Co., Akron, O., was a recent caller on the trade here, and then left for Minneapolis and St. Paul. Mr. Red-drop reports business conditions in Akron especially tive.

Among the travelers here recently were the follow-ing: Henry Siexas, with E. Boote; Edw. Butler, with Bondeville & Van Iderstine.

J. E. Boring, Chicago manager for the Crooksville China Co., made a trip to Milwaukee and nearby points last week.

R. A. L'Ecuyer, who recently took on the Chicago presentation of Gillinder Bros., Port Jervis, N. Y., is now in receipt of the line of samples of illuminating

glassware, known as "Silkene." It is a white blown glass with a silky appearance.



F. K. Pinkney, manager of the Chicago office of the Macbeth Evans Glass Co., is on a visit to the fac-tory.



Edwin Tibbitts, formerly with Mandel Bros., is now connected with the city sales department of the Cut Glass Products Co.



WANT DATES.



THE employees of L. D. Bloch & Co. have organized a baseball nine and desire to meet with other teams during the summer. They are signed up for the month of May, but have open dates at present for every Sat-urday for the rest of the season. Will Simon is man-a-ger, and communications should be addressed to him.



BUSINESS BRIEFS.

Fire at the Uniied Five and Ten Cent Store, Toledo, O., May 3 caused a loss of \$25,000.



The bankrupt stock of B. Gerson, crockery dealer, Pensacola, Fla., invoiced at \$15,000, was sold at auction last week.



R. R. Mickey Co., Bloomfield, N. J., has been in-corporated with a capital of \$50,000 to deal in and manufacture electric lamps. The incorporators are R. McNeill, M. L. Mickey and R. R. Mickey.



The Co-Opeative Five and Ten Cent Stores have been incorpoated with a capital of \$200,000 to conduct a general department store in Buffalo. The incorpora-tors are G. A. Keating, C. Hunter, and H. E. Crowder.



CLOCK THAT RUNS BY ITS OWN WEIGHT.



A CLOCK has just been put on the market in France which uses its own weight as its only motive power. It is called the gravity clock. It has no spring, but the clock itself slides slowly down two uprights, the sliding process setting in motion the wheels that turns the hands.

It takes the clock just seven days to descend, and it is wound up by simply raising it again to the top of its supports. Having no spring, its mechainism is of the simplest; hence it is possible to make it so accurate that it will keep perfect time; and this is just what its patentee claims for it.

FOUNDED IN 1874.

Crockery and Glass Journal

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER

NEW YORK, MAY 7, 1914.

GET TO WORK, AND STOP WORRYING!

A FEELING of pessimism is developing in the crockery trade which is entirely unwarranted. It is true that business is not as good as was expected. The brisk trade of the early import season has given place to a little dullness, occasioned more by the backward spring than anything else. The constant assertion by some people that "business is rotten" is scaring buyers away. It is not "rotten." The average for the year, taking the trade at large, is as good as last year, and if dealers will go after business they will get it. To "lie down," on the assumption that there is no business to be had, will result in not getting any. Keep up your courage! Some people are doing a good business. Why not you? Go after it and you will certainly secure some.

In a recent interview, Irving T. Bush, president of the Bush Terminal Co., whose position in the commercial world affords him unequalled opportunities to keep in touch with the business situation throughout the country, views the future optimistically, and says that all we have to do to insure prosperity is, "Get to work and stop worrying!"

"It seems necessary for most people to have something to worry about," said he, "and one of the most popular worries is about things in Washington. We hear every day someone say, 'If Washington would only leave us alone, business would be all right,' or, 'Thank God, the war will at least give Congress something to think about besides business investigations.' It never seems to occur to the fellow who worries that

his Washington troubles may be largely a state of his own mind. We worried all last spring because of tariff legislation, which we wanted, voted for and got. The job was done quickly and intelligently, and I don't hear many kicks. At least, we have got what most of us thought we wanted. Then we started in to worry about currency legislation. Some of us were sure the banks would all be put out of business and industry paralyzed. That job was done—and needed doing—and we find that instead of putting the banks out of business they have accepted the new system as a helpful piece of machinery which will enable them to serve business. Since then we have worried about how to divide the country into banking districts, worried because the President would not go to war, and then because he did.

"During the time of Roosevelt and Taft we worried because the Attorney General attacked this business and that without any definite rules, and now we are worrying because Mr. Wilson proposes that Congress create a board of umpires to formulate rules by which they may play the game. A few years ago 'worry conventions' were called to protest against an increase in freight rates, and now we are all worrying for fear the rates will not be increased. If there be any disguised bleeding in war, it is not that it will take the minds in Washington off business, but that it may take the minds off business off Washington.

"We don't hear anything about the crops, because there is nothing to worry about there. They are growing, and bid fair to be unusual. A rate decision is coming and money is cheap. Let's go to work!"

PERSONAL.

THAT one-time crockery man, George Smallwood, who became an osteopathic practitioner, is still held in kindly esteem by all the trade, particularly those who have been benefited by his professional services. Still imbued with the crockery instinct, and following the uptown movement, he may now be found at 110 West Thirtieth street. If you are ailing go and see "Chips."



Justin Tharaud ran in from Cleveland last Friday to spend a few days in New York and will return the latter part of the week to finish his trip. He is not complaining about the condition of trade in the slightest, his sales having more than doubled during the year.



M. E. Lafferty, of Cox & Lafferty, leaves the latter part of this week for his new home in St. Louis where he takes charge of the branch office of Cox & Lafferty, which will make a specialty of Imperial glassware. He goes to the factory first, accompanied by several new salesmen who have been engaged for the Western

territory and who will receive instructions in Bellaire before they take to the road.



E. Sainson, with L. Bernardaud & Co., came home Saturday night from his trip to the Pacific Coast. He met with varying success, finding business good in some places and rather quiet in others. But on the whole it was quite satisfactory.



A. C. Griffiths, well known in the trade as being connected with Seth Hopkins, Baltimore, and later with his connection in Atlanta, Ga., is back in New York seeking a position.



Our old friend John W. Aymar pops up again this year as president of the Carnival Commission at Asbury Park. This is really a political office. He was appointed first under the Republican regime, was out a year, came in again under a Democratic administration, and this year his appointment comes from a Progressive. He is a very efficient man in his place, and is a born organizer. The crockery trade is to be congratulated on producing such a man.



Arthur D. Brandeis, president of J. L. Brandeis & Son, the largest dry goods store in Omaha, Neb., became this week a member of the firm of Stern Bros., this city, and was elected first vice-president. He comes to take an active part in the management of the New York store. He has for some time been financially interested in Stern Brothers, Irving C. Stern being his son-in-law.



Robert T. Rodger, representing B. Tomby's lines, left last Saturday on a trip of three weeks which will include stops at the principal cities as far as St. Louis.



Thos. W. Hamilton, local representative of the Rainaud Co.'s line of portable lamps, left on Tuesday to spend several days at the factory, Meriden, Conn., where he will select the samples which he will show at his new salesrooms, 139 Fifth avenue.



T. B. Campbell is making a trip through the New England States this week with his line of cut glass.



Oscar Eckland, of the Central Cut Glass Co., Chicago, arrived in the city on Monday and will spend several days here conferring with Richard Kohn, local agent for the concern.



Wm. L. Wemple, Assistant Attorney General of the United States Government, and who among other duties has had charge of the French china cases, was asked last week for his resignation by Attorney General McReynolds. When the new administration came in Mr. Wemple tendered his resignation, but it was not

accepted. He was asked to continue, as he was the best informed man on the china cases. His present deposition is regarded as purely political, the office being required for a follower of the present administration.



Hugh C. Edmiston sailed for Europe last Saturday on the Caledonia.



E. J. Ridgway sailed on the Oceanic last Saturday for his annual tour of the potteries in England.



Max Rauch is now buyer for Younker Bros., Des Moines, Ia.



Fred Siems, with the Nathan-Dohrman Co., arrived home from Europe last Saturday. He leaves for San Francisco the latter part of this week.



Ray Fiske, who has been with the Consolidated Lamp and Glass Co. for the past eleven years, traveling through the East, has accepted a position with Wm. R. Noe & Sons and will represent them in the West, starting on his first trip in about a week.



G. F. Briggman, of the Webster & Briggman Co., Naugatuck, Conn., manufacturers of cut glass, was in the city last week conferring with E. L. Bates, sales agent for the concern.



C. L. Weddle, who formerly called on the trade in the metropolitan district for Wm. Dealing, has resigned his position and is considering two or three offers in the same line, but as yet has made no definite arrangements.



"Burt" Hansom has been appointed Deputy Attorney General to have charge of the Custom House cases in this city.



R. J. Butt, buyer for the Goldberg Department Store, Trenton, was placing orders in the market this week.



John J. Miller and William S. Pitcairn are booked to sail on the Adriatic May 14 for their usual visit to the factories they represent in this country.



E. V. Weiss, a salesman of wide experience in glass, crockery and other lines, has been engaged by Ed. Craig, manager of the New York office of the United States Glass Co., to call upon special nearby trade.



D. T. Davidson, buyer for the Steele-Smith Dry Goods Co., Birmingham, Ala., who was delayed in making his usual visit to the market during the import

season, arrived in town this week, and will spend several days here placing orders.



L. B. Martin, of the Lancaster Glass Co., sailed for Europe this week on the Kaiserin Auguste Victoria.



William B. Mitchell, buyer for Weissberger & Co., Richmond, Va., is in New York this week placing orders. He is registered at the Imperial.

"SEEING THROUGH A GLASS DARKLY."

THE New York representative of an East Liverpool pottery wrote his firm a few days ago that trade could be a whole lot better. The firm looked over the orders he has so far sent in this season and found them forty per cent ahead of the same four months of last year.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending May 5, 1914.

ANTWERP

123	packages earthenware	L Straus & Sons
10	"	Bawo & Dotter
75	"	Koscherak Bros
2	"	Frank & Co
149	"	O Goetz
10	"	L D Bloch & Co
33	"	G F Bassett & Co
15	"	Miscellaneous Orders
18	toys	Geo Borgfeldt & Co
8	"	DeKeyser & Co
6	"	B Illfelder & Co
7	"	F A O Schwartz
28	"	G W Travers
61	"	Bawo & Dotter
36	"	Strobel & Wilken Co
98	"	Miscellaneous Orders
2	glassware	Geo Borgfeldt & Co

BREMEN

13	packages glassware	L Straus & Sons
12	"	A Steinhardt & Bro
20	"	J H Venon
18	"	Samstag & Hilder Bros
6	"	Strobel & Wilken Co
76	"	Miscellaneous Orders
101	earthenware	Geo Borgfeldt & Co
2	"	O Goetz
10	"	Strobel & Wilken Co
155	"	Miscellaneous Orders
180	toys	Geo Borgfeldt & Co
10	"	G W Travers
35	"	Strobel & Wilken Co
365	"	Miscellaneous Orders

GLASGOW

20	packages glassware	H A Rogers & Co
----	--------------------	-----------------

HAVRE

10	packages chinaware	Bawo & Dotter
12	"	H R Churchill

HAMBURG

66	packages glassware	Fensterer & R
42	"	W R Noe & S
99	"	L Straus & S
14	"	Geo Borgfeldt &
16	"	Lazarus & Rosenf
3	"	O O Friedlan
4	"	Strobel & Wilken
22	"	Miscellaneous Ord
20	earthenware	Bawo & Dot
12	"	Samstag & Hilder B
3	"	Koscherak B
3	"	E R Thie
29	"	O Go
70	"	L D Bloch &
14	"	B Tom
21	"	Geo Borgfeldt &
33	"	Graham & Zen
15	"	Herman C Kup
2	"	F Bing &
214	"	F W Woolwo
34	"	C L Dwen
13	"	Strobel & Wilken
324	"	Miscellaneous Ord
19	chinaaware	Bawo & Dot
44	toys	B Illfel
221	"	Geo Borgfeldt &
24	"	Samstag & Hilder B
81	"	Strobel & Wilken
512	"	Miscellaneous Ord

LIVERPOOL

57	packages earthenware	W S Pitca
18	"	Maddock & Mil
9	"	H C Edmis
11	"	Meakin & Ridgw
2	"	Bawo & Dot
7	"	Strobel & Wilken
10	"	Miscellaneous Ord
59	toys	Geo Borgfeldt &
11	"	A Steinhardt & I
18	"	Strobel & Wilken
6	"	Miscellaneous Ord

ROTTERDAM

8	packages earthenware	L D Bloch &
3	"	Fensterer & R
85	"	L Straus & S
35	"	Miscellaneous Ord
80	toys	B Illfelder &
29	"	F A O Schwa
98	"	Miscellaneous Ord

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

18	packages earthenware	Jones, McDuffee & Stratton
9	"	Mitchell Woodbury &
5	"	American Express
103	"	Adams Express

ANTWERP

16	packages earthenware	Jones, McDuffee & Stratton
15	"	First National B
3	"	Jordan Marsh
2	"	Miscellaneous Ord

CHINA AND JAPAN

13	packages earthenware	Jones, McDuffee & Stratton
4	"	Miscellaneous Ord

HAMBURG

2	packages chinaware	Strobel & Wilken
1	glassware	"
5	toys	"

WHAT THE POTTERIES ARE DOING

st Liverpool of business during May as we have
nd Vicinity been receiving I believe I am safe
in saying that all potteries will run
capacity throughout the balance of the year," said a
pottery operator this week. "In June the buy-
start to place specifications for their fall require-
s, and there is every indication that we will have
gh business on the books for continuous and steady
ation."

The former Globe pottery plant is the only idle fac-
in the district. All others are said to be working
to the handle."

Construction upon the new pottery at Grafton, W.
for the Consolidated Mfg. Co., whose offices are
at Chester, W. Va., is going forward rapidly.
walls are about ready for the roof, and the seven
will be topped out within a few weeks. There
be three pairs of decorating kilns in this pottery.
e connected with the plant say that operations will
with a considerable volume of business on the files.
concern is at present decorating ware in the former
of the Brunt Pottery Co. here.

Mr. Watte, of Butler Bros., spent over a week in
district looking up back shipments and placing new
rs for immediate and future deliveries. He said
general business conditions with his house were
t on a par with the record for the corresponding
of last year.

C. G. Taylor, formerly with the Goodwin Pottery
as Southern salesman, but now representing the
h-Phillips China Co. in that territory, has taken on
Cable and hotel ware lines of the Colonial Pottery

Louis Siegel, a dealer at Baltimore, Md., spent
time here placing business for toilet ware.

Employees of the clay shops of the Thompson Pot-
Co. who tried to create trouble at that plant on
unt of screens being on the windows came to the

conclusion that it would be better for them to remain
at work. They were told that if they did not resume
their benches promptly the plant would close, and this
brought them to their senses.

D. E. McNicol, president of the D. E. McNiol Pot-
tery Co., after a siege of illness is able to be about.
He is spending some time at the office, although he has
not fully recovered his strength.

C. E. Doll, who is erecting a new pottery at Mt.
Clemens, Mich., is due in the district this week for the
purpose of placing his order with local modelers for
new shapes. It is likely that a plain and fancy shape
will be specified for this new plant.

P. G. Rinkin, of the Boston Store, Chicago, spent
a brief season here last week, and also visited the Pope-
Gosser plant at Coshocton en route. It was his third
visit to the market this season.

The Harker Pottery Co. have added a line of hol-
low ware to their new plain shape.

William Polk, formerly proprietor of the Thompson
House, has finished the erection of a patented sagger-
making machine at the plant of the East Liverpool Sag-
ger Co., which is under the management of Alex Mc-
Bane and George Croxall, the latter formerly of the
Croxall Pottery Co. The machine has a capacity of two
saggers per minute, and the lasting qualities of the
product are said to be superior to the hand-made sag-
ger.

"We are working every available hand we can get,"
said C. C. Ashbaugh, of the West End Pottery Co.
"Orders are good and we are looking for the heaviest
year in our history." This concern is making a special
feature of open stock dinnerware.

Calendar plaques for 1915 decorated with a view of
the Panama Canal are in demand. There are only one
or two potteries here featuring these goods, and already

the McNicol plant has booked a good business for late season delivery on this particular specialty. There are several sizes in this Panama Canal decal, and both five- and six-inch plaques are having a good movement.

* *

The Smith-Phillips China Co. continue to report an active business on their "Princess" dinnerware shape. All patterns are going well.

* *

F. I. Simmers, salesmanager of the Hall China Co., has completed his trip through the Eastern territory with the vitrified cooking ware of this concern.

* *

M. A. McNicol, of the Potters' Co-Operative Co., has been selected as one of the arbiters in the wage dispute between the street railway employees and the East Liverpool Traction Co.

* *

Hereafter gas will be used under the boilers at the E. M. Knowles pottery in Chester, instead of coal. The change was made this week.

* *

The idle pottery at Chaseland, O., six miles north of Columbus, is to be placed in operation at once as a tile plant. George F. Brunt, vice-president of the General Porcelain Co., of this city, has taken over the property.

* *

Ransbottom Bros., Roseville, O., are planning the erection of a good-sized stoneware plant on the exposition grounds at San Francisco to demonstrate the art of clay-working to the millions of people who will attend the big Panama-Pacific fair, and who have never been inside of a pottery. It is expected that at least five experienced employes from the home plant will be taken to operate it.

* *

D. E. McNicol, jr., of the McNicol-Corns Pottery Co., Wellsville, O., who was brought before a local Justice of the Peace on the charge of employing a stationary engineer who did not possess a State license, has carried the case into the county courts, and the hearing is expected to bring out some very interesting testimony. Pottery manufacturers say that the affair is an injustice to the firm and the engineer who was employed, and that the action was brought through political labor channels.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

W K Cotterell, hf, C K Whitner & Co, Reading. Narvarre.

L C Moses, c, Kaufmann-Baer Co, Pittsburgh. 95 Madison ave.

A P Spangler, c, Bush & Bull, Easton, Pa.

Miss Rooney, c, Johnson's Book Store, Springfield, Mass.

J W Horn, t, R H White Co, Boston. 60 West T second.

F M Downs, hf, t, Miller & Paine, Lincoln, Ne Walker.

D M Drennen, hf, Drennen Co Dept Stores, Birmingham. 1178 B'way.

Mr Heller, The Lehman Co, Dover, N J.

Mr Pearson, Waterbury, Conn.

W T Vogler, W T Vogler & Son, Winston-Salem,

J H Crowley, The Great Dep't Store Co, Lewiston

Mr Ford, Joel Gutman & Co, Baltimore.

J W Waldorf, hf, c, Hochschild, Kohn & Co, Baltimore. 220 Fifth ave.

G E Bacon, hf, F E Bacon Co, Rome, N Y. Lat

S V Silverthorne, t, B Nugent & Bro D G Co, St I 31 Union Sq.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for first and fifty cents for each following insertion for each inch of space (40 words). PAYABLE IN ADVANCE.

CHESAPEAKE POTTERY,

BALTIMORE, MD.,

Four-Kiln Plant Complete

FOR SALE OR RENT

on easy terms.

Address F. R. HAYNES,

1108 Decatur St., Baltimore, Md.

HELP WANTED.

OLD established firm, manufacturers of light cut glass want representatives who have years of experience cut glass and good connections, to handle their lines on commission in the following territory: St. Louis, New Orleans, States, San Francisco, Seattle, Minneapolis and North States. Address Box 900, this office.

WANTED—A good, live representative for New York and city, also Philadelphia and Pennsylvania, to sell our lines on commission, by well-established manufacturer light cut glassware. Must be well known among the trade have good business following. Address Box 901, this office.

WANTED—Salesman for Western Pennsylvania (who have a long-established trade) who has a thorough knowledge of china and earthenware. Liberal arrangement made with a competent man. FISHER, BRUCE & Co., Philadelphia.

WANTED TO PURCHASE.

WANTED—Address of chemical manufacturer making composition and other chemicals for cut glass manufacturing. Address H. M. 2222, to Rudolf Mosse, Hamburg.

BUSINESS OPPORTUNITIES.

PARTY would like to arrange for imported line of pottery priced sets for New England furniture trade, taken in connection with Ohio pottery. Address A Box 905, this office.

"NEMO ME IMPUNE LACESSIT."

pottery at Cannonsburg, Pa., one day last week operative had a small American flag hanging on his bench. An "oddman," a foreigner, passing, said: "What are you doing with that old rag up there?" Instantly the shop was in an uproar. An apology was demanded, and refused. Then fifty or more workmen carried that foreigner to the bank of an adjacent stream where one of them held the flag high in air. "Salute, or in you go!" was the ultimatum. The foreigner saluted.

BLOODSHED AVERTED.

Thursday of last week the question of the superiority at golf of a prominent china importer and a glass manufacturer was settled at the Forest Golf Links. The claim of the china man that he could beat the glass man with one hand, and the growl of jealousy on the part of the importer at lunch time at the Hardware Club threatened to take on an international aspect and break the long-existing bond of friendship between the two and their supporters. So they decided to play and find out which was right.

Both made very high scores, but the importer won—being in constant practice, while the manufacturer had only played occasionally. Feeling ran pretty high, but beyond some abusive epithets no personal violence was attempted, and the whole party sat down to a good lunch at the club house at the expense of the manufacturer, where the entente cordiale was renewed, to the great relief of their friends.

SOME STOCK.

BUFFALO, N. Y., May 2.

Editor CROCKERY AND GLASS JOURNAL.

Three glass salesmen were talking of stocks and the way some of our medium-sized glass and crockery stores are prepared to take care of their trade, when a case in point came up. On April 27 the largest banquet ever attempted in the Empire State outside of New York City was held at Buffalo—3,000 people being seated at one time. The caterer who had charge of the affair favored Wm. W. Ralyea & Son with the glassware, china and silverware order, and it is said that after removing over a solid carload of goods from their store it was difficult to see that the stock had been depleted.

Wm. W. Ralyea & Son's is one of the old-time china and glass concerns on whom it is a pleasure for any of the "boys" to call. The treatment received at their hands makes every salesman want to put Buffalo on his route.

SALESMAN.

REMOVED.

We have moved our New York Office
and are now located at

200 FIFTH AVENUE (Fifth Avenue Building),
Room 358.

where we will be glad to see the trade.

A. H. HEISEY & CO.,

NEWARK, OHIO.

LABOR RESTRICTIONS IN PENNSYLVANIA.

THE new Pennsylvania labor law contains the following provisions:

Boys under sixteen may not be employed in any establishment more than ten hours a day except to make a shorter work day (not holiday) for one day in the week, and not more than fifty-eight hours in any week; nor may they be employed between nine p.m. and six a.m., except in continuous industries, in which case employment is not to exceed nine hours during any twenty-four hours.

Females may not be employed more than fifty-four hours in any one week, with the following exceptions:

Females under twenty-one must not be employed between nine p.m. and six a.m. For the enforcement of this provision the Commissioner of Labor and Industry, or his deputies, may demand proof that a female employed is twenty-one years of age or over.

Females may not be employed in any manufacturing establishment between ten p.m. and six a.m., except as managers, superintendents, clerks and stenographers.

In case of legal holidays these hours may exceeded during three of the five remaining days of the same week by not more than two hours overtime in any one day, so long as the weekly total of fifty-four is not exceeded.

Overtime may be allowed for time lost in excess of thirty minutes, during the same week, in consequence of alterations, repairs or accidents to machinery or the plant, provided written report is sent to the Commissioner of Labor and Industry, but no such overtime shall exceed two hours in any one day, nor shall total hours of employment in any case exceed fifty-four hours in any week.

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CROCKERY and GLASS JOURNAL

NEW YORK, MAY 14, 1914.

THE CONDITION OF BUSINESS.

New York Business seems to have settled down to the regular summer routine. Traveling men are gradually getting back from the road, and visitors to the warerooms are few and far between. There is, however, a call for goods in certain directions that is full of promise. Every day brings inquiries both to importers and manufacturers, as to when goods previously ordered will be delivered. Merchants who have bought want their goods, and want them promptly, showing that they, too, have a call from consumers.

Travelers taking import orders are continually met with an inquiry as to whether or not they can get certain patterns from stock. They do not want to place import orders, but desire the importers to do what they will not do themselves—lay in a stock in anticipation of a good fall trade. It is hardly reasonable, but the condition exists almost all over the country.

Domestic manufacturers of earthenware are besieged with requests for deliveries, and nobody knows what sales have been lost because the retailers did not have goods in stock.

While the import season is closed, there are some factories on the other side still willing to take orders for delivery in November, and those who have bought sparingly, or not at all, will further their own interests by buying now. It is hardly a speculation—they will surely need the goods.

The call for English wares just now is light. It is between seasons and the importers are not worrying. They are preparing for an active demand in August.

There is still a little call for German china dinnerware, but fancy goods are very quiet.

French china is inactive, as may be expected at this time of the year, though perhaps the lull came a little earlier than usual.

Japanese porcelains are not in very brisk demand yet. The call from stock is expected to come when the summer resorts open.

There is a slight falling off in orders for domestic pottery, but this means nothing, as so many who have bought are still waiting deliveries and are not likely to order until their first requisitions are filled.

Domestic glass is not very active, though there has been a better call in the metropolitan district within the past week. Blown tumblers are still in good request.

Cut glass is moving a little more freely, but it is not what it usually is at this time of the year.

Lamps are quiet, but indirect lighting devices are meeting with an active demand.

The call for housefurnishing goods is about normal.

While through the year so far medium-priced goods have done better than high-priced wares, during the past week importers of rich goods found a market which was as gratifying as unexpected. Whether it is only a spurt or will continue is yet to be determined.

Retail trade in and around the city is about as usual at this time of the year. A few houses that carry

large stocks are doing fairly well. Consumers are learning to know those establishments which are in a position to fill their wants quickly. Retail trade in the interior has been rather mystifying. In some places it has been good; in others exceedingly quiet. This condition is likely to be reversed in another week, for both wholesale and retail business has been spasmodic all over the country.

General prospects continue excellent. Government reports announce the biggest yield of wheat ever known, by many millions of bushels, and it is confidently expected that the billion-dollar mark will be passed. Early fruits are coming in splendidly. Strawberries were never so plentiful, good and cheap as they are now. The late spring, about which everybody has complained, has had a most beneficial effect on crops. If the disturbing elements which are holding trade back now can be settled or improved within the next two months there will be a big fall business. This feeling is growing throughout the trade, and many crockery men are preparing for an active campaign as soon as the summer vacations are over.

East Liverpool and Vicinity While business with the potteries continues active, orders are not quite as heavy as a month ago. There are sufficient on file to insure active operations for weeks to come, and with a little lull in new business the manufacturers see an opportunity to catch up with back orders. In some plants more workers could be employed if the proper kind could be secured.

Pittsburgh and Vicinity The lull in business continues, and factories are not being operated to capacity. Of course some orders are coming in, but the volume is not up to normal. Lighting glass continues to have a fair movement. Packers' goods and souvenir specialties are in very good demand. A slight increase in the sale of portables for summer use is also announced in some quarters.

AT PITTSBURGH.

CHINA, glass and housefurnishing departments in the large department stores here are doing a fair amount of business, but the volume is not up to the height reached a year ago. Now that May 1 has come and gone, the buyers and managers think that as soon as the "movers" get settled there will be some new trade coming in.

E. B. Emmons, with-Marshall Field & Co., Chicago, was here with a line of rich cut glass.

E. Torlotting, representative of Cristalleries de St.

Louis in this country, was in the district for a few days last week.

S. T. Pletcher, formerly with the S. A. Weller sales organization, but now with Peters & Reed, South Zanesville, O., was at the Hotel Anderson showing a line of jars, fern dishes and other clay specialties.

A. M. Brinckle, showing, the cut glass lines of the J. D. Bergen Co., Meriden, Conn., spent a few days here recently.

Walter Wessels, with J. H. Venon, was in the district recently showing fine imported china and cut glass.

Charles E. Jowett, with the Parsons-Jackson Co., Cleveland, O., was here with a line of dolls and doll heads.

A. Herr, who has been here for the last few months with the lines of Bawo & Dotter, left last Saturday morning for home.

The G. D. A. lines were shown in the district last week by Mr. Smallwood.

George Sylvia, with the Pairpont Corporation, was at the Ft. Pitt with new creations of this concern.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

TO	Shipments monthend'g Apr. 25 '14	Correspond- ing period 1913	Exports Jan. 1 to Apr. 25, '14	Correspond ing period 1913
New York	647	824	2193	2918
Boston	904	920	3216	3519
Philadelphia.	936	422	3072	2212
Baltimore.....	204	314	867	973
San Francisco ..	188	56	395	397
New Orleans. ..	11	....	37	35
Portland (Me.)..	142	97	308	410
Galveston	287	253	978	1216
Newport News ..	29	49	113	61
Portland (Or.)..	..	22	....	91
Inland Points	63	27	250	225
Total	3411	2984	11419	12057

From the Freight and Shipping Circular of John Edwards & Co
Liverpool.

TO	Shipments weekend'g Apr. 25, '14	Correspond- ing period 1913	Exports Jan. 1 to Apr. 25, '14	Correspond ing period 1913
Boston	62	247	3413	3594
New York	258	375	2380	3002
Baltimore.	53	66	888	1090
Philadelphia. ..	204	198	3072	2212
New Orleans.....	38	....	348	414
Newport News...	23	3	461	397
San Francisco ..	....	...	981	1218
Portland (Me.)..	..	..	113	61
Galveston .....	....	....	37	35
Inland Points ..	....	....	104	99
Total	638	893	11797	12262

THE METROPOLITAN MARKET

A cut glass pattern that is particularly fascinating for its daintiness and uniqueness of design is the "Magna Charta" recently brought out by the T. B. Clark Co. and now being displayed by Cox & Lafferty. It is an original arrangement of a floral and mitre cutting in panel effect and is shown in a variety of prices in pretty shapes.

The United States Glass Co. have just brought out a new common-sense non-chippable edge thin blown tumbler made in all shapes and sizes of the best quality lead glass. A bulge near the top of the tumbler, though very slight, prevents the edges from becoming chipped when it is accidentally upset, when being washed, or when several are picked up together. It is evident from orders already received that the trade has been quick to appreciate its value.

A line that has many commendable features is the large and varied assortment of tableware in light cuttings from the Corona Cut Glass Co., Toledo, O., being displayed by Frederick Skelton at his well-appointed showroom, 71 Murray street. The dainty patterns are decidedly original and well-executed, and combined with the graceful shapes, splendid quality and reasonable prices make the line deserving of special consideration by the dealers.

The centre of attraction in a window display of Royal Copenhagen porcelain made by Manager A. G. Lober at the concern's new salesroom, 256 Fifth avenue, last week, was a vase standing about three feet high which is a masterpiece of ceramic art. It was painted by Wilhelm Fisher, the renowned Danish artist and one of Europe's foremost porcelain painters. It shows a beautiful scene with snow-capped mountains and a condor in flight. The cloud effects are exquisite, and the soft coloring gives exactly the requisite cold, gray atmosphere.

An immense display of new bisque figures that covers one entire side of the salesroom has just been put on display by Otto Goetz. Many novelties are shown and some of the colorings are especially good. Some

figures are artistically arranged to served as match safes, vases, baskets and other useful purposes, while others are solely ornamental.

I. De Keyser & Co. are making a special feature of imported housefurnishing specialties for immediate delivery, and have just received an importation of several items in this line.

After being upset for ten days installing fixtures, decorating, and making other extensive alterations, Arthur A. Bean has the new Heisey salesroom, room 358 Fifth Avenue Building, ready to receive the trade. The place is very handsome. With the exception of a private office which occupies one corner of the room, the entire space is given over to the array of samples, which show off to splendid advantage in their elegant surroundings. Mr. Bean is also displaying the Allen Cut Glass Co.'s line.

Rowland & Marsellus took the first order in their new store from E. Reese, of Reese's Bazaar, Wilkes-Barre, Pa., a former customer, but whom they had not seen or sold for eight years. The buyer remarked that he would probably not have visited them had they remained downtown—that the convenience of the new location appealed to him.

A timely production of the Cambridge Glass Co. just put on display by D. King Irwin in the concern's new showrooms, 92 West Broadway, is a line of optic jugs and iced teas that are both very attractive in design and shape, the latter being in simple lines suggestive of the "colonial." Another recent arrival is a full line of stemware conspicuous for its fine quality of crystal and tasteful shapes. This is ornamented with a dainty needle-etched border design.

Bawo & Dotter are prepared with one of the largest stocks they have ever carried, representing an immense and varied assortment of seasonable goods designed to meet almost every possible immediate requirement of

the dealer who has delayed in placing orders or whose stock needs replenishing.

Edw. Boote removed on Thursday to his new up-town showroom, 35 West Twenty-third street, where the extensive alterations, decorating, etc., are so nearly completed that it will not take long for him to get fully settled.

SAN FRANCISCO AND THE COAST.

DOMESTIC lines are coming into more prominence again in the wholesale district now that the import season is over. Retail trade in crockery and glass shows some improvement, interest being stimulated in dinnerware by special sales at the department stores.

Geo. A. Boomer, Coast manager for the Plume & Atwood Mfg. Co., left for Los Angeles and other southern points the end of the week on a ten days' trip, and his assistant, C. C. Kutz, who has just returned from his honeymoon, went south at the same time, making the valley towns en route. The latter will be gone about six weeks. Mr. Boomer reports very good success with the company's new designs in semi-indirect lighting fixtures.

F. Siem, European buyer for the Dohrmann Commercial Co., is due home this week from his regular trip to the various markets.

Himmelstern Bros. are now disposing of their import samples, after the best season they have ever had, and preparing for an extensive showing of their domestic crockery and glass lines.

The Harry J. Moore-Johnson Furniture Co., which maintains a large crockery and glass department, has leased the entire seven-story building at 1053-55-57 Market street, and is preparing to move to that location about July 1 from its present quarters at 40 O'Farrell street, where it has been since 1908.

Alterations are in progress at the local store of the F. W. Woolworth Co., and the occasion is made for a sale in all departments.

G. H. Otto, traveler for Julius A. Young, Coast representative of the T. B. Clark cut glass line, is calling on the trade in the southern part of the State.

Wm. Dupen, who owns stores in Chico and Sacramento, has opened a third store in Gridley, under the management of Geo. Dupen, formerly connected with the Chico business.

Secretary H. A. Scheel of the California State Industrial Commission reports very good progress in gathering data upon which the minimum wage scale for women and minor workers will eventually be made. Detailed replies from more than 10,000 working women

and girls telling of the conditions under which they live and work have been received from one group of employees in which department store employees are included.

H. Van Luven, trustee for Louis Silverman, proprietor of "The Fair" department store in this city, has filed suit for \$10,000 against seven insurance companies for the recovery of losses on the building at 115 Market street last August. The local fire authorities investigated arson rumors, but nothing came of the inquiry.

Paul D. Partridge, manager of the Emporium crockery and glass department, is preparing for a sale of white china next month in conjunction with the "white" sale in other departments.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

C G Kidd, t, Zollinger, Harned Co, Allentown, Pa. B'way Central.

G C Tonolla, hf, c, t, A Eisenberg, Baltimore. Pierrepont.

J Postley, hf, Baltimore Bargain House, Baltimore 354 Fourth ave.

H L Gerhart, hf, Wyman, Partridge & Co, Minneapolis 43 Leonard.

A J Lee, hf, W R Moore Dry Goods Co, Memphis. 258 Church.

F M Downs, hf, Miller & Paine, Lincoln, Neb. Walker.

J MacFarquhar, t, S Kann, Sons & Co, Washington D C. 215 Fourth ave.

Mrs McCormick, t, Lit Bros, Philadelphia. 1261 B'way.

E H Zeller, t, W Koch Importing Co, Baltimore B'way Central.

H E Hemenway, Granville, N Y.

C H Stanton, Westerly, R I.

J W Bowman, Bowman & Co, Harrisburg, Pa.

NEWARK STORE CHANGES HANDS.

ANNOUNCEMENT is made of the purchase of the W. V. Snyder Co., department store, Newark, N. J., a pioneer firm of that city, by Oscar Michael & Co., involving in the transaction, it is said, more than \$1,000,000. Oscar Michael and his brother Charles are the heads of the new organization, the former as president and the latter as vice-president and treasurer. Both these gentlemen are well known and experienced in the department store field, having for years been connected with the firm of L. S. Plaut & Co. It is the intention of the new owners to develop the concern into one of the best in Newark.

McFADDIN WINS CUP.

Dithridge and John J. Miller Tie for Second Place.

THE golfers in the trade, who have had in mind the formation of a club since last fall, put the idea into practical shape last week. On Thursday of the week previous, while lunching at the Hardware Club, a half dozen enthusiasts formulated a series of dates and set down the first game for May 7 at the Baltusrol Links, Short Hills, N. J. Nineteen responded, and a little before ten o'clock a foursome left the club-house, followed by the rest as rapidly as they could get away. The day was perfect, light clouds just dimming the sun and a gentle westerly breeze cooling the air. The grounds were in fine condition, and the first round was completed at one o'clock, when a hot lunch was served.

The second round ended at six o'clock.

James Davison and the representative of the CROCK-

ERY AND GLASS JOURNAL comprised the "gallery" in the morning. Mr. Davison thoroughly enjoyed the game and was glad to be out in the open with his old crockery friends. The spectators in the afternoon were augmented by Messrs. O'Gorman and Handy.

It seems a pity that more of the trade could not get out to see the sport. Possibly when the next game is played business will have quieted down sufficiently to permit of a larger attendance.

J. Meredith Miller made a very peculiar drive on the home round in the morning. His ball landed in the rough in a very bad "lic." He made a magnificent hit, and the ball went sailing in the air, but struck a tree and carromed backwards to apoint on a line from where his drive was made, but on the fair green.

There was a water hazard that bothered the boys a good deal. Three of them landed in the drink in the course of the day.

We published the results of the morning's round in our last issue. Following is the complete score:

MORNING ROUND.

	OUT										IN										gross	hdcp	net
Wedgwood	6	5	5	7	6	7	9	6	4	55	6	5	4	5	6	6	7	6	9	54	109	6	103
Owen	6	6	3	6	6	6	10	6	5	54	4	7	5	4	6	7	7	6	5	51	105	0	105
Miller, John J.	8	7	4	5	4	6	6	5	3	48	5	6	5	5	6	7	6	4	7	51	99	0	99
Miller, J. M	9	8	6	8	6	5	8	7	5	62	6	6	3	6	8	7	9	6	6	57	119	0	119
Peck	7	7	4	7	5	5	7	8	4	54	5	6	5	5	6	7	7	7	4	52	106	0	106
Muirheid	7	6	4	6	7	5	6	6	5	52	7	8	4	4	6	6	11	4	5	55	107	0	107
Dithridge	5	5	4	9	5	6	7	5	4	50	9	5	6	4	7	5	7	5	6	54	104	0	104
Dorflinger	8	6	4	11	7	4	8	4	4	56	6	4	8	4	6	8	9	7	6	58	114	8	106
Wetton	9	11	9	14	8	8	9	8	5	81	5	9	6	5	11	8	10	7	7	68	149	25	124
Pitcairn	7	7	6	6	4	5	11	6	3	55	4	7	5	4	7	7	7	6	6	53	108	0	108
Hinman	7	5	4	7	6	5	7	8	5	54	7	7	4	5	6	7	9	6	6	57	111	8	103
McFaddin	6	7	4	8	5	6	8	4	4	52	4	6	5	6	5	5	6	4	4	45	97	0	97
Magee	7	9	3	8	6	5	7	6	4	55	6	5	5	4	7	8	9	6	7	57	112	14	98
Day, John	10	8	4	8	5	5	7	8	5	60	7	6	4	8	10	6	7	7	9	64	124	8	116
Day, C. P	10	5	4	9	6	6	10	5	3	58	5	7	5	6	9	9	7	3	6	57	115	0	115
Anderson	9	8	4	11	10	4	10	7	6	69	7	8	6	8	9	9	8	7	7	69	138	30	108
Dwenger	7	10	7	14	7	8	9	7	5	74	9	9	6	7	8	10	12	10	7	77	151	30	121
Lathrop	7	8	5	7	4	6	8	11	8	64	7	6	6	4	7	7	8	7	7	59	123	15	108
Dealing	x	x	6	15	6	7	1	13	5	x	11	13	7	6	11	9	10	8	x	x		25	

AFTERNOON ROUND.

	OUT										IN										gross	hdcp	net
Wedgwood	7	7	5	9	5	6	9	5	5	58	7	6	5	5	5	6	9	8	6	57	115	6	109
Owen	6	7	3	7	6	7	10	5	5	56	4	5	4	3	5	5	6	6	7	45	101	0	101
Miller, John J.	4	7	3	7	4	6	7	5	4	47	9	6	4	5	5	7	6	6	10	58	105	0	105
Miller, J. M.	4	5	3	7	4	6	5	6	4	44	7	6	4	3	6	6	6	6	5	49	93	0	93
Peck	8	6	4	8	x	6	7	5	4	x	4	5	4	3	5	6	7	7	6	47	x	0	x
Muirheid	5	5	3	11	4	4	7	5	5	49	5	8	5	4	7	5	6	5	5	50	99	0	99
Dithridge	6	7	4	6	4	5	8	7	4	51	4	5	6	4	6	6	8	5	5	49	100	0	100
Dorflinger	7	7	6	9	7	5	10	9	4	64	5	7	4	6	7	8	9	8	6	60	124	8	116
Wetton	8	8	4	14	6	6	10	10	5	71	7	7	5	5	8	7	9	7	7	62	133	25	108
Pitcairn	7	5	5	9	4	6	9	6	4	55	5	6	4	4	8	9	6	5	7	54	109	0	109
Hinman	6	6	4	10	5	7	9	6	3	56	5	8	6	4	5	7	7	5	5	52	108	8	100
McFaddin	6	5	3	8	5	6	7	5	3	48	8	5	5	4	6	9	8	4	5	54	102	0	102
Magee	7	7	3	10	5	8	10	8	5	63	8	7	8	7	6	8	8	7	8	67	130	14	116
Day, John	6	6	6	9	5	6	9	10	6	63	8	7	6	5	9	7	7	7	8	64	127	8	119
Day, C. P.	6	5	5	7	6	6	9	5	4	53	6	6	5	4	6	6	9	7	5	54	107	0	107
Anderson	8	7	6	17	7	9	12	7	5	78	9	7	4	9	7	9	8	7	11	71	149	30	119
Dwenger	15	7	9	10	8	5	10	8	5	77	7	8	5	5	7	10	10	8	9	69	146	30	116
Lathrop	6	7	4	7	6	5	8	7	4	54	8	9	3	7	6	7	9	6	4	59	113	15	98
Dealing	7	8	10	12	7	12	12	8	6	82	8	10	7	7	8	7	9	8	8	72	154	25	129

SUMMARY.

	total		total		total		total
Wedgwood	212	Muirheid	206	Hinman	211	Day, C. P.	222
Owen	206	Dithridge	204	McFaddin	199	Anderson	227
Miller, John J.	204	Dorflinger	222	Magee	214	Dwenger	237
Miller, J. M.	212	Wetton	257	Day, John	233	Lathrop	206
Peck	x	Pitcairn	217			Dealing	x

HEARD ON THE LINKS.

"If I could drive as well as Dealing and keep on putting in my usual form I could wipe the floor with this crowd."—E. F. Anderson.

"That boy of mine is not playing his game this morning. He's out of practice. Give him a few days' play and he could wipe the floor with this lot of near-golfers."—John J. Miller.

"I'm feeling fit as a fiddle to-day, but somehow or other I don't get the hang of the 'clubs. Otherwise I could wipe the floor with this bunch."—W. S. Pitcairn.

"I'm not playing my game to day. You see, I've been in Europe for several weeks, and had no practice. If I'd been playing I could wipe the floor," etc.—Harry P. Muirheid.

"I've been losing balls all day. That's the third one. I seem to have a twist in my hand that I can't overcome. Otherwise I could"—and so on.—Wm. Dealing.

Such was the tenor of remarks "all over the shop." Really, excuses are quite unnecessary. These men only play once in a while. They do it for recreation, and have just as much fun and enjoy the outing just the same as though they made bogie scores. They certainly had a great day, and are looking forward eagerly to the next contest.

JOTTINGS FROM BOSTON.

GOOD weather brought immediate results in the form of buyers, a considerable number of whom were in town the past few days. Best of all, they were placing fairly good orders. Then the mail brought business in considerable volume, to which the local stores added their share. Here are some of the buyers reported; Oscar Davis, for the J. R. Libby Co., Portland, Me.; Arthur F. Ellis, Almy, Bigelow & Washburn, Salem and Beverly; Charles S. Conant, Porteous, Mitchell & Braun, Portland, Me.; B. Kalunian, Providence. R. I.; O. K. Chabotte, Webster; O. S. Mead, Weeks Furniture Co., Woonsocket, R. I.; E. C. Bodfish, Ware.

J. S. Dawes has received a line of new samples of marbled glass shades from the Wellington Glass Co., Cumberland, Md.

The merger is announced from Springfield, Mass., of a large store in that city with one in Hartford. Norman F. Allen, of Sage, Allen & Co., secured a controlling interest in the Meekins, Packard & Wheat business of Springfield and simultaneously has effected the consolidation of the Charles R. Hart Co., of Hartford, with Sage, Allen & Co. A corporation has been formed, to be known as the Allied Stores Co., which is to conduct the business of both the Hartford and Springfield stores. Norman F. Allen is president, Azel A. Packard vice-president; W. G. Wheat, treasurer; H. A. Wheat, sec-

retary; these with C. O. Moore, Henry C. Sheffield and G. W. Curtis are the directors. The capital is \$1,200,000, one-half common stock, and all taken by the present owners. The Hart Co. has been in business for sixty-eight years and from now on its business will be consolidated with the Sage-Allen. The other store will retain their present names. The Hartford store is to be enlarged, and that of Meekins, Packard & Wheat will undergo extensive reconstruction.

Frank J. Chase, of Chase & Francis, was able to be at the office this week, although he still limps badly.

E. E. Wilgus, of the Buffalo Pottery, has been at Young's this week with his lines.

Jerome Jones, of Jones, McDuffee & Stratton Co. had the pleasure this week of having the Boston City Council support the views of himself and the other opponents of the plan for having the Federal Government take over the administration of the local quarantine station from the city.

F. O. Shattuck, representing George F. Bassett & Co., New York, had his samples at Young's Hotel for a few days.

W. E. Noyes, who has charge of the toy, enameled ware and hardware departments for the W. T. Grant Co., which operates a chain of sixteen stores selling goods at from five to twenty-five cents, a majority of which are in New England, paid the trade a visit this week. He came on from the syndicate's New York headquarters and brought the information that the company is soon to open four new stores—in Scranton, Pa.; Kalamazoo, Mich.; Binghamton, N. Y., and Norfolk, Va.

Frank E. Fenner, who has conducted a crockery, glass and kitchen furnishings store in Waterbury, Conn., for a number of years, has written to friends in Boston that he has sold out to Isaac Greenberg, who will continue the store. Mr. Fenner long has cherished the idea of moving to California and now he says that he is going right off and will start in another line of business in Los Angeles, where he finds a good opening.

On petition of the trustees of the Henry Siegel Co. requesting an injunction restraining the District Attorney and the W. & A. Bacon Co. from sending books and papers of the Siegel Co. outside the jurisdiction of the local Federal Court, Judge Morton has ordered the District Attorney and the Bacon Co. to turn over the documents and books to the trustees, who claimed that they needed them to ascertain the assets and liabilities.

D. J. Mahoney, traveling man for the Pittsburgh Lamp, Brass and Glass Co., has just returned from a business trip through Maine.

Illuminating Devices.

Hanging, Stand and Portable Lamps; Lighting Glassware, indirect and semi-indirect; Domes, Shades, etc.

THE remarkable power of concentrated light is demonstrated by little lamps that would hardly give enough illumination for a small room, but which are now being used for lighthouse purposes. One small



BY THE FAIRPOINT CORPORATION,

lamp rated at only thirty candle power, and operated by a battery, has a record of being seen clearly at a distance of more than twenty miles. The secret lies in keeping the light source down to as fine a point as possible and then concentrating it in one narrow beam

Wm. Dougherty is displaying a new wall-bracket shade in Cora glass from the Consolidated Lamp and



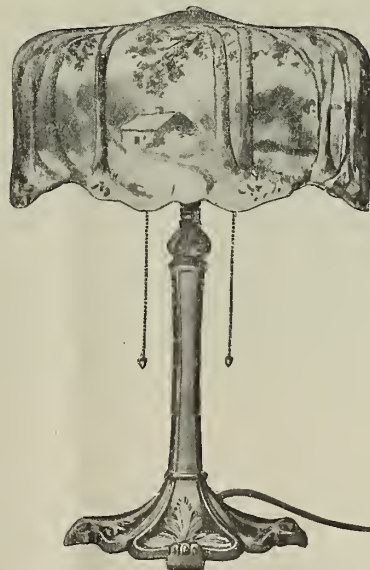
BY WM. R. NOE & SONS.

Glass Co. that is very distinctive, being different from

anything heretofore put on the market. It has a cover, and exactly resembles a vase. Decorated in delicate hand-painted floral designs, it is very beautiful when illuminated.

Some pretty Dresden lamps in different sizes, mounted in bronze with artistic silk shades to match and in harmonizing colors, are being shown by L. Straus & Sons. There are also some artistic lamps with bisque bases and imported silk shades that are worthy of special mention.

An interesting feature of the S. A. Weller display being made by C. H. Taylor at the showrooms in the Fifth Avenue Building is a varied assortment of pottery bases for lamps. These are shown in several soft-toned colorings, including beautiful tints of green and brown,



BY THE FAIRPOINT CORPORATION.

both plain and in floral and figured patterns. There are also some exquisite designs in ivory. They are made with the regulation five-inch opening, and are thus interchangeable for either electricity or oil.

An attractive feature of Edward Miller & Co.'s line of electric portables is the constant addition of new items, making it a never-ending source of interest to the

buyer. In their vast display will always be found ideas that are decidedly unusual.

Joseph E. Frechie is making fine progress in getting the new salesroom of the Pittsburgh Lamp, Brass and Glass Co. at 35 West Twenty-third street in order. There have just arrived from the factory 185 packages of new samples which are now being unpacked and put on display.

TRADE OF THE U. S. WITH THE WORLD.

A CONVENIENT reference book for the exporter or the manufacturer who is interested in foreign trade is a "Bulletin of Imports and Exports of Merchandise into and from the United States by Countries and Principal Articles," just published by the Bureau of Foreign and Domestic Commerce and sold by the Superintendent of Documents, Government Printing Office, this city, for fifteen cents a copy. A glance at this pamphlet affords the business man a bird's-eye view of the character and volume of our commerce with any foreign country; as it gives the quantity and value of its principal purchases from us and its sales to the United States for the years 1912 and 1913, and will answer at once many questions which arise in connection with international commerce.

BUSINESS BRIEFS.

The National Aluminum Co., of Wellsville, will remove their factory from that place to Elmira, N. Y.

The Strauss Toy Shops Co., this city, has been incorporated with a capital of \$25,000 by A. Benheim, F. Meyer and F. Strauss.

The Belmont Stamping and Enameling Co., New Philadelphia, O., will erect a new plant at an early date. The building will be one story in height, and occupy a site 192 x 211.

J. S. Bailey & Co., Boston, conducting five and ten cent stores, have purchased the property belonging to the Young Men's Christian Association on Fulton street, Brooklyn, at a price said to be \$700,000.

With a capital stock of \$50,000 the Toledo Aluminum Co. has been formed at Toledo, O., by Cornell Schrieber, Herbert Wright, William H. Bell, George E. Bell and Ralph C. Thayer. The company will manufacture aluminum wares every description.

The F. W. Woolworth Co. has cancelled 10,000 shares of preferred stock, which was bought in the open market, reducing the preferred capital stock from \$15,000,000 to \$14,000,000. Sales from Jan. 1 to April 30

were \$19,611,562, representing an increase of 9.37 per cent over 1913.

The Western China and Pottery Decorating Co. has just been formed at Chicago with a capital stock of \$2,500 by Harry Ochman and Meyer Tolpin.

Earthenware steins with metal covers were imported by L. D. Bloch & Co., this city, and assessed at 60 per cent ad valorem under the provision for earthenware. The importers claimed that the metal covers constituted the material of chief value in the articles and that the tax should be 45 per cent. The board denied the contention and affirmed the Collector's assessment.

The nineteenth annual convention of the National Association of Manufacturers will be held in this city at the Waldorf-Astoria on May 19 and 20. Co-operation between employers and employees will be the principal theme of discussion. Several manufacturers in the trade are members of this association, and the late Daniel C. Ripley was at one time vice-president and acting president.

LOWER RATE FOR LONG THAN FOR SHORT HAULS.

ANNOUNCING a decision under the long and short haul section of the commerce act, relative to rates in the Southeast, embracing the territory south of the Ohio and Potomac rivers and east of the Mississippi, the Interstate Commerce Commission May 7 recognized that where the rates are dependent upon coastwise water traffic the rates to the more distant point should be lower than to the intermediate point.

The commission, however, denied the right of the carriers to put in lower rates to many of the so-called distributing points.

The commission holds;

1. That relief from the provisions of the fourth section should not be granted on account of the desire of a carrier to reduce the rate to a given market of distribution in order to facilitate the distribution of articles from that point in competition with another point distributing the same or similar articles.

2. That relief from the provisions of the fourth section may be granted to a carrier transporting a commodity from one source of supply to a consuming market and coming into competition at that market with another transporting the same or similar articles from a different source of supply when it is affirmatively shown—(a) that the carrier seeking relief is at a marked disadvantage with respect to its competitor, and (b) the competition met at the reduced rate point is consistently met at all intermediate points.

In regard to the first holding, it is obvious that a carrier reducing a rate to a certain point to a level lower

an to intermediate points to permit such point to better compete with another point more favorably located thereby creates a preference at the selected point and a prejudice against intermediate points, making higher rates, which points are just as much entitled to an opportunity to compete as is the point to which the rates have been reduced.

The decision continues: "In regard to the second holding, it is clear that if one carrier is transporting a commodity to a given consuming point and should reduce the rate to that point on account of competition, and the rate made by a carrier transporting the same or similar article from another source of supply more favorably located, the carrier reducing the rate to the consuming point is doing nothing more than meeting the competition found. No undue preference or prejudice is created thereby."

This report, together with the reports concerning various complaints heard by the commission the last two years respecting rates to points in Southeastern territory, will have the effect of materially changing the relation of rates now existing.

Rates from New York, Cincinnati, Louisville and New Orleans to Atlanta, Athens or Cordele cannot be exceeded at intermediate points. Rates from Cincinnati, Louisville and New Orleans to Birmingham cannot be exceeded at intermediate points. Rates from Cincinnati, Louisville and New Orleans to Rome cannot be exceeded at intermediate points.

OBITUARY.

C. H. LITTLE, a veteran in the trade, died at Freeport, Ill., May 8, aged eighty-two. For more than fifty years he had made two trips to New York, one in the spring and another in the fall, his arrivals being as regular as the seasons came around. He was very kindly-dispositioned, and beloved by everybody who knew him. His trade was desired not only for the business part of it, but because it was a pleasure to deal with him. He knew the crockery business as few men know it, was an excellent judge of wares, bought on the value of goods instead of the price, knew what he wanted, and purchased that up to the possibilities of his establishment. He is a big loss to the trade.

Mr. Little was born at Williamsburgh, Mass., Dec. 7, 1832. Going to Freeport in 1856, he worked as a clerk on salary until the firm became bankrupt, when he borrowed \$1,500 from a local bank and set up for himself in the crockery business. For years the C. H. Little & Co. store was the largest retail crockery, glass and toy establishment in the West, and at the time of his death he was probably the oldest crockery merchant in the United States.

He was a potent influence in the progress and growth of the community, seldom refusing to take stock in any enterprise which promised to make for the best interests of the city, and had large real estate holdings.

WILL H. CASSELL, salesmanager of the Central Glass Works, Wheeling, W. Va., died at Atlantic City, N. J., May 6. The deceased was one of the best known men in the glass trade. He was last active in business during the January glass exhibit in Pittsburgh. He became ill soon after his return home, and was confined to his bed for a long time. Of late he had shown some improvement, and a trip to Atlantic City was arranged. His condition weakened after arrival there, and death followed. He was forty-six years old.

Mr. Cassell was a man of strong personality, and, while a hard worker, a genial, all-around good fellow. His judgment was good in the selection of designs, and he was a designer himself of no mean ability. He will be sadly missed in both business and social circles.



WILL H. CASSELL.

Mr. Cassell was prominent in the business and civic life of Wheeling for years. He was a graduate of the Linsey Institute of Wheeling, and at one time was employed in the National Bank of West Virginia. At another period he engaged in newspaper work on Wheeling papers, both as a reporter and illustrator.

The body was taken last Saturday to Wheeling, where a delegation of members of the local lodge of Elks, with which organization the deceased had been identified for a number of years, met the remains at the station and acted as an escort to the home of his mother, 76 Fourteenth street. Funeral services were held on Monday afternoon, interment being in Greenwood cemetery.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MAY 14, 1914.

PECULIARITIES OF THE "FIVE AND TEN."

WHILE it is generally supposed that the five and ten cent stores were created for people of small means, do not imagine for a moment that women of wealth are not patrons of these establishments. Even in large cities they often "drop in" to see what is offered, and frequently go designedly for the purpose of buying. In suburban towns these rich people are often regular patrons, and at the seaside resorts one frequently sees carriages and automobiles lined up before these popular places.

Spending less cash for the purpose than any other class of business, they are the best-advertised stores in the country. They usually give a lot for the money, and as every woman likes to exploit a bargain she then becomes a walking advertisement. As a rule the five and ten cent stores buy good wares. Broken job lots and imperfect goods do not appeal to the buyers for the larger kind. It is by taking huge quantities that they get low prices.

Unusual phases of merchandising characterize these stores. A woman who buys in these places accepts without question what is offered if it is anything like what she wants. She takes goods that she would never think of accepting in a department store or a regular crockery establishment, even at the same price. She goes in knowing that it is a five and ten cent store, and that she must take what she can get. She is aware of the fact that in all probability she cannot duplicate her purchase after a few days have elapsed, and makes no fuss about it. If she bought in any other store and wanted

more goods of the same kind and could not get there she would find all manner of fault.

Again, she takes her purchases with her, thereby saving a big expense—how big nobody but those who run delivery wagons can tell. What a row she would raise if she had to carry a tin pail home from a regular store!

After making the purchase of a ten cent article there is never a thought of changing it—satisfied or dissatisfied, the transaction is complete. The store has an elaborate system of return checks, return money, or exchange—another saving of expense.

The queerest part of it is that fussy, fault-finding women who are the bane of the average store will accept the methods under which the five and ten cent stores are run and make no noise about it.

PERSONAL.

ONE night last week E. E. Hamblin sat down to dinner at his home and was quietly enjoying the meal when, without any warning, the shade of the chandelier broke and one of the falling pieces struck his right hand, cutting a deep gash. Beyond binding up the wound he took no serious thought of the matter until later when the hand became swollen. It grew rapidly worse, and on Monday of this week he was obliged to have a surgical operation to prevent blood-poisoning. Only a short time before he had run all sorts of risks in helping to move the stock of the S. Herbert Cut Glass Co. to its new quarters uptown and had not received even a scratch.



E. L. Bates spent the first of the week calling on the trade in Philadelphia.



A. Abrams, who was recently engaged to cover Southern territory for the Consolidated Cut Glass Co., starts out on Saturday with several trunks of samples, with Baltimore as his first stop.



After spending a few days at home, Justin Tharaud left on Sunday for a two or three weeks' trip which will include the principal cities as far as Cleveland.



E. J. Touhill, formerly with Fondeville & Van Iderstine, has engaged with L. Straus & Sons to travel West. He will make his first trip soon after July 1.



Richard Briggs, president of the Richard Briggs Co., Boston, spent a little time in New York this week.



As soon as E. Torlotting had finished moving into his new showroom at 35 West Twenty-third street last week he left on a several weeks' trip which includes

tops as far as St. Louis. The work of arranging the new quarters is being left to an able assistant.



Gustave Weinstein, representing Henry Creange's lines, returned from an extensive trip through the West on Saturday and on Monday left for Boston, where he is exhibiting his samples this week at the Parker House.



E. J. S. Curtis, representing Edw. Boote, is back in New York after a several months' trip through Southern and Northwestern territory.



Frank P. Gragg, with Guerin & Co., who has been in the city for several weeks, is convalescing rapidly and expects to take to the road again soon.



J. F. Leary, with J. Samuels & Bro., Providence, R. I., was visiting friends in the uptown district on Tuesday.



R. Knodo, a representative of the Takito, Ogawa Co., who has been assisting Harry Windhorst, manager of their department at Cox & Lafferty's, has returned to New York after spending two weeks in Chicago, where he has been selecting new goods to be shown here. He expects to remain now most of the summer.



A. F. McMartin, a well-known figure in the trade, was in the market on Monday placing his initial orders for Ware's Department Store, New Rochelle, for which he recently became buyer. Mr. McMartin had formerly bought for different prominent houses in the West.



Leon Sultan, with L. Straus & Sons, got home on Friday of last week after a trip through Western Pennsylvania and New York State.



Louis A. Carter, buyer for Snellenburg, Philadelphia, made one of his frequent visits to New York last week, spending a couple of days in the uptown district.



Charles E. Cardon, with J. H. Venon, got home last week from his Pacific Coast trip and will not go out again this season.



Edward Butler, who has been on a long trip West for Fonderville & Van Iderstine, arrived home on Monday.



J. H. Venon, accompanied by his wife, will sail for Europe May 16, to be gone till the last of August. While abroad he will arrange for new lines of French and Austrian china and Swedish glass.



E. Saison, with L. Bernardaud & Co., sailed on the Olympic last Saturday, to be gone several weeks.

He has not revisited Europe since he came over here some dozen years ago, and now goes to see his family.



Frank W. Primrose is home for the season for John J. Hines.



William Junor, of Toronto, Canada, bobbed up serenely in this city Monday morning and will return the latter part of the week, taking H. C. Kupper with him.



John Hawthorne, buyer for Wanamaker's, is a passenger on the Lusitania, due to arrive Friday.



A. F. Tepe, representing Hugh Edmiston's lines, is back at the New York office after a two months' Western trip.



A. R. Von Colson, who formerly traveled for the J. D. Bergen Co., starts this week on his initial trip through the South and Middle West for the Consolidated Cut Glass Co.



A. G. Menzies, representing the Cambridge Glass Co., is spending this week in Philadelphia, where he is displaying his line at the Bingham House.



F. S. Flynn, who formerly represented Kiefer Bros. through the Middle West, will hereafter confine himself to the metropolitan district.



A. R. Marryatt, one of the best known cut glass salesmen in the trade, has become associated with the John A. Nelson Co., and will represent them here and on the road. With Mr. Marryatt's vast experience in the line he will be a valuable addition to the concern's efficient selling force, which has been selected with great care by President Wm. Robertson, who is himself a salesman of unusual ability.



H. C. Kupper will sail for Europe on the "France" May 20, accompanied by his wife.

POTTERY PARTIALLY WRECKED BY STORM.

THE Kittanning, Pa., plant operated by the W. S. George Pottery Co., of East Palestine, O., was badly damaged by a storm on Tuesday night. A number of decorating kilns were demolished, the roofs of clay, mold and decorating shops were blown off, one kilnman met his death, and several other workers were injured. Loss \$20,000. This falls upon the Colonial Trust Co. of Pittsburgh, from whom Mr. George leases the pottery, the latter's loss being merely nominal. Reconstruction will be begun at once, but it will be two months before potting can be resumed.



IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending
May 12, 1914.

BREMEN

33 packages glassware	L Straus & Sons
11 " "	Samstag & Hilder Bros
91 " "	O Goetz
23 " "	Fensterer & Ruhe
3 " "	A Steinhardt & Bro
10 " "	W H Plummer
9 " "	J Palme
7 " "	Strobel & Wilken Co
116 " "	Miscellaneous Orders
1 " earthenware	Geo Borgfeldt & Co
12 " "	Koscherak Bros
34 " "	O Goetz
12 " "	L D Bloch & Co
19 " "	A Steinhardt & Bro
22 " "	Miscellaneous Orders
27 " chinaware	Strobel & Wilken Co
68 " toys	Geo Borgfeldt & Co
9 " "	Samstag & Hilder Bros
4 " "	G W Travers
26 " "	B Illfelder & Co
72 " "	Strobel & Wilken Co
167 " "	Miscellaneous Orders

HAMBURG

29 packages glassware	Fensterer & Ruhe
9 " "	Frank & Co
102 " "	F Euler & Co
62 " "	O O Friedlander
26 " "	O Goetz
8 " "	Vogt & Dose
6 " "	L Straus & Sons
407 " "	W R Noe & Sons
8 " "	Strobel & Wilken Co
38 " "	Miscellaneous Orders
19 " chinaware	Bawo & Dotter
46 " "	Strobel & Wilken Co
1 " earthenware	Bawo & Dotter
3 " "	Koscherak Bros
18 " "	L D Bloch & Co
39 " "	Graham & Zenger
36 " "	B Tomby
41 " "	C L Dwenger
18 " "	Strobel & Wilken Co
134 " "	Miscellaneous Orders
63 " toys	B Illfelder
459 " "	F W Woolworth & Co
27 " "	Samstag & Hilder Bros
79 " "	Geo Borgfeldt & Co
59 " "	Strobel & Wilken Co
266 " "	Miscellaneous Orders

LIVERPOOL

42 packages earthenware	Geo Borgfeldt & Co
37 " "	Wm Guerin & Co
3 " "	J H Venon
4 " "	L D Bloch & Co
20 " "	G F Bassett & Co
3 " "	W H Plummer
18 " "	Maddock & Miller
22 " "	Meakin & Ridgway
12 " "	E Boote
4 " "	Fondeville & Van Iderstine
12 " "	H C Edmiston
66 " "	Miscellaneous Orders

ANTWERP

35 packages toys	Strobel & Wilken Co
16 " earthenware	"
35 " "	Bawo & Dotter
9 " "	Koscherak Bros
41 " "	L Straus & Sons
4 " "	Miscellaneous Orders

CHRISTIANA

18 packages glassware	J H Venon
26 " earthenware	F W Woolworth
20 " "	Miscellaneous Orders
82 " toys	Geo Borgfeldt & Co

HAVRE

14 packages earthenware	L Straus & Sons
43 " "	Herman C Kupp
20 " "	Vogt & Dose
216 " "	Haviland & Co
4 " "	Miscellaneous Orders
24 " chinaware	Haviland & Abbot
39 " "	Justin Tharaud
2 " "	Theodore Haviland & Co
11 " "	Miscellaneous Orders

ROTTERDAM

8 packages earthenware	L D Bloch & Co
29 " "	Miscellaneous Orders
42 " toys	B Illfelder & Co
57 " "	A Steinhardt & Bro
84 " "	Miscellaneous Orders

SOUTHAMPTON

26 packages earthenware	Haviland & Abbot
22 " "	A G Monmouth

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

75 packages earthenware	Jones, McDuffee & Stratton
32 " "	F W Woolworth
29 " "	Mitchell Woodbury & Co
14 " "	The Rowland & Marcellus
25 " "	American Express
2 " "	Stone & Downer
1 " "	Richard Briggs
4 " "	Edward Boote
3 " "	Strobel & Wilken Co
39 " "	Miscellaneous Orders

HAMBURG

31 packages earthenware	Jones, McDuffee & Stratton
7 " "	W N Proctor & Co
23 " "	R F Downing & Co
9 " "	L Wolf & Co
7 " "	First National Bank
2 " "	American Express
25 " "	Geo Borgfeldt & Co
4 " "	B Ton
10 " "	Wm R Noe & Sons
5 " "	J E Be
2 " "	L E Knott Apparatus
38 " "	F W Woolworth & Co
2 " "	Strobel & Wilken Co
4 " "	Miscellaneous Orders
4 " chinaware	Strobel & Wilken Co
8 " toys	"

GENOA

3 packages earthenware	Miscellaneous Orders
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COPENHAGEN

1 package earthenware	Geo Borgfeldt & Co
57 " "	F W Woolworth

BREMEN

6 packages earthenware	Geo Borgfeldt & Co
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WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity From all indications the idle plant of the Pennsylvania China Co. at Ford City, Pa., will be placed in operation within the next few months, but not a general ware plant. A deal is now said to be pending for either the lease or sale of this property to Pittsburgh and New York interests who will probably convert the plant into a sanitary and electric porcelain factory.

George Davis, one of the best known pottery salesmen traveling out of this district, has severed his connection with the Edwin M. Knowles selling force. Mr. Davis was for a number of years with the Potters' Co-operative Co., and latter with the Knowles, Taylor & Knowles Co. He is now at his home at Cedar Rapids, Iowa.

Considerable activity exists about the plant of the Jersey Earthenware Co., Cambridge, O., where the capacity is being more than doubled. It is believed that the improvements will be finished within four months.

The Brush-McCoy Co., Zanesville, O., is having great success with its special assortment of utility kitchen ware. There are twelve items in this assortment, and in the package there are a dozen pieces of each.

Business with the Homer Laughlin China Co. continues active, and all kilns are being worked in regular rotation. Orders are of a most liberal character, and their on hand stock dinnerware is moving in a manner that indicates a very busy season.

Frank W. Fowler, of Pittsburgh, at one time connected with the old Union Pottery Co., this city, has been indicted by the Federal Government on the charge of using the mails to defraud banks and other corporations.

W. C. Lynch, of the Taylor, Smith & Taylor sales force, has been spending a brief season in the Eastern territory, while W. G. Jackson is now covering his Western district. Business is good, and although the

concern recently augmented the capacity of the plant all departments are running full.

A large Pittsburgh furniture house a few weeks ago had a special sale of "Moss Rose" dinnerware. Over 1,000 sets were ordered from a local pottery, and the sale was so successful that the entire lot was cleaned out in short order.

The various lines of vitreous hotel and dinner china of the Mayer China Co., Beaver Falls, Pa., are having a good movement. This concern is making a number of special designs and crests this season. The plant is operating on good time, and orders are of such a character that the pottery is assured of an active season.

Some scheme buyers who have been in the market during the past few weeks have been unable to place all their specifications. A few have come here with a view of making their own price, but no more will the manufacturers hereabouts agree to such deals. One or two of the buyers have declared that "Such and such is our price," but the manufacturers have come back with the statement, "It is not ours." The day of the buyer making the price instead of the manufacturer is past.

No one connected with the trade here has received any intimation when the Treasury Department at Washington will make public its report on the recent domestic pottery investigation. It was expected that the result would have been announced long ere this. The special agents of the Department have secured all the data from this district that is to be had, and the report cannot be delayed much longer.

There will be fewer new open stock treatments placed before the trade in July than ever. Manufacturers have about given up the old plan of bringing out new patterns twice a year.

The State workmen's compensation law, which has been talked about so much by the glass and pottery manufacturers of this State, as just been upheld by the Ohio Supreme Court.

WHEELOCK & CO INCREASE FACILITIES.

EXTENSIVE improvements in the store of George H. Wheelock & Co., Peoria, Ill., make it one of the largest and most complete retail and wholesale crockery establishments in the country. The principal changes are those on the second floor, calculated to relieve the stresses of the first floor and make possible the better displaying of goods on the latter as well as an exceptional place for display on the former. The second floor has been equipped with display shelves and tables of exquisite mahogany finish and an indirect lighting system which combine to make the room one of the most beautiful for the purpose in the country. The office, which formerly occupied the entire front of this floor, has been reduced in size and placed in the south-east corner and separated from the main display room by carefully worked out dividing partitions.

GLASS RATES ATTACKED.

A COMPLAINT against the freight rates on articles from Morgantown, West Virginia, to Buffalo, Chicago, Cincinnati, Cleveland, Columbus, Detroit, Indianapolis, Louisville, Minneapolis, Pittsburgh, St. Paul, St. Louis and other points was filed Wednesday with the Interstate Commerce Commission by a number of glass manufacturers of Morgantown. It was asserted that the rates are unreasonable per se and that they discriminate against Morgantown in favor of other glass manufacturing points. The Baltimore & Ohio and other railroads were named defendants. The complaint was signed by the Athens Glass Co., Economy Tumbler Co., Mississippi Glass Co., Seneca Glass Co., Union Stopper Co., and United States Window Glass Co.

THREE NEW POSTAGE STAMPS.

THREE new stamps have been announced by the Post Office Department. These are of seven, nine and twelve cents denominations. They were suggested by the need of stamps of every denomination for Parcel Post use. It was found that many parcels and bulky letters carried one cent too much.

There are now ten stamps below the dollar value; these are one, two, three, four, five, eight, ten, fifteen, twenty and twenty-five cent stamps, and have been in use for many years. There is a five-dollar stamp, but this is usually used only by large banking houses when sending packages of bonds abroad. They are eagerly sought by the philatelists in Europe and are sold for a high price in their canceled state.

The new seven-cent stamp will bear the likeness of George Washington taken from the Houdin bust; the

nine and twelve cent stamps will carry the profile of Benjamin Franklin.

FIBRE BOXES ON EQUAL FOOTING.

A DECISION which has just been rendered by the Interstate Commerce Commission, placing fibre board containers on an equal basis with those made of wood in the matter of railroad rates, is regarded as of vast importance to thousands of shippers throughout the United States who have discarded wooden containers in preference for the fibre-board class in shipping glass, crockery, cereals, dried fruits, canned goods and other medium or light-weight merchandise.

DEPOSITING SILVER.

A FRENCH method of giving glass, pottery and other siliceous surfaces a metal coating consists in treating the well-cleaned surface with a solution of silver fluoride, exposing to a current of illuminating gas, heating to fifty degrees C. and while at that temperature exposing to a current of carbon bisulphide. The result is a deposit of finely-divided silver on the non-conducting surface. This may be burnished for better appearance if desired, or the article may be placed in an electrolytic bath to obtain a coating of other metal.

THE cheerful man does better work and more of it than the fellow with a grouch. Be cheerful yourself and keep your help cheerful. It will pay.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each inch of space (40 words). PAYABLE IN ADVANCE.

HELP WANTED.

OLD established firm, manufacturers of light cut glassware want representatives who have years of experience with our lines on commission, to handle their lines on commission in the following territory: St. Louis, New Orleans, South States, San Francisco, Seattle, Minneapolis and Northwest States. Address Box 900, this office.

WANTED—A good, live representative for New York State and city, also Philadelphia and Pennsylvania, to handle our lines on commission, by well-established manufacturers of light cut glassware. Must be well known among the trade and have good business following. Address Box 901, this office.

WANTED—Salesman for Western Pennsylvania (where we have a long-established trade) who has a thorough knowledge of china and earthenware. Liberal arrangement will be made with a competent man. FISHER, BRUCE & Co., Philadelphia.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

The demand for the better grades of cut glass shows a slight improvement, due to the fact that the jewelry trade has started to buy for early delivery. This condition is based upon the approach of June, when the jewelers always have an increased sale of this line for wedding presents.

Glass factories manufacturing packers' lines announce that buyers have in many instances placed larger specifications this season than those given out a year ago. Especially is this true concerning the glass plants in this immediate territory. Jars are in very good demand, while the smaller items are also having a good sale. Deliveries are specified for both immediate and future.

When the Cleveland (O.) Chamber of Commerce visited this district last week the body was headed by George W. Kinney, of the firm of Kinney & Levan. Mr. Kinney was formerly president of the organization.

The florists throughout the country, as a whole, have placed a fair amount of business for the early delivery of vases. The general line is having a fairly good sale, although the demand appears to be running more strongly toward the blown and light etched and cut lines. The season is expected to be an active one.

Samuel Natkin, buyer of glass for "The Fair," Chicago, spent a few days in this district last week. It was his first visit since the January exhibit.

The eight-piece kitchen assortment of the United States Glass Co. brought out in January continues to have a good movement. It is a very good premium proposition, as all items are of general utility.

Construction of improvements at the Monaca, Pa., plant of the Phoenix Glass Co. continues, and from present indications the new furnace and additional buildings will be ready for use when the fires are lighted for the late summer and fall run. It is the intent of the company to quit operating at their Washington, Pa., factory when the improvements at the Monaca fac-

tory are completed. The general offices will be continued in this city.

A number of new creations in lighting glass are to be brought out shortly by the Consolidated Lamp and Glass Co., Coraopolis. The line will be strong in semi-indirect features, with side lights to match. The portable shade line will contain a number of new decorations showing advanced treatments.

The Rochester Cut Glass Co. has just issued a new catalogue which shows practically every pattern made by the concern, from water sets down to sherbets and cocktails.

Since the Western Pennsylvania license courts finished their tasks for the year there has been a more active demand for bar glass lines. Local wholesalers have been ordering in rather good quantities since the lists of licenses has been handed down.

The demand for summer souvenir glass specialties continues as active as ever, and as the season advances the decorators anticipate still further business. These decorators have no trouble in securing prompt deliveries from the factories just now.

Business with the Fostoria Glass Co. is such that the plant will operate to capacity for some time to come. "The outlook for the future is anything but discouraging," said one of the officials.

The illuminating engineers of this section hold their May monthly meeting in Cleveland, O., Friday and Saturday of this week. A special train was chartered for the trip. A visit to the plant of the National Electric Lamp Association is to be a feature of the meeting.

Traffic men and representatives of the glass interests in this district held a conference in the parlors of the Chambers of Commerce to discuss the proposition to create a joint terminal freight rate which will change the present method of charging for the movement of freight within the Pittsburgh switching district. An increased charge has been announced by the railroads

for switching a car from one plant to another. Nothing as to what the railroads would offer has so far developed, and whatever plans the transportation companies have in mind will likely come through a general conference.

A general conference of manufacturers and committees representing the glass workers was held in the Association rooms here Tuesday to consider the time limit of the usual summer shut-down.

OF INTEREST TO CHINA IMPORTERS.

THE Chamber of Commerce of Limoges has just issued a pamphlet containing the correspondence between that body and the Treasury Department relative to the so-called rate list under which the importers have been working since 1908, together with a statement from the Chamber of Commerce dated March 15 protesting against the action of the U. S. Government in entering suits against the importers. The book is handsomely printed and is a succinct statement of the case over the signatures of Chas. Lamy, president of the Chamber of Commerce of Limoges, James B. Reynolds, Acting Secretary of the Treasury, and Messrs. McNaier and Bernardaud, of the Commission.

WITHOUT SAYING "GOOD-BYE!"

ON Monday morning it was learned that Henry Siegel, the indicted merchant who is out on bail of \$25,000, had sailed for Europe on the Olympic, leaving Saturday. His departure was a surprise to everybody. He is reported to have said in an interview on board ship that he would be back in June to attend the court hearing. His reason for going abroad, he said, was to see his grandchild, who is ill in England.

Prompt action by District Attorney Whitman resulted in a wireless from Siegel stating that he would return on the same ship.

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CROCKERY and GLASS JOURNAL

NEW YORK, MAY 21, 1914.

THE CONDITION OF BUSINESS.

New York Trade is picking up. More buyers came into town this week than for a long time, and while they did not purchase heavily, the general tone of their business was full of encouragement. Men on the road are finding some business, but not much. On the other hand, mail orders for quick deliveries have been rather numerous, with inquiries as to when import orders are likely to arrive. While this branch is quiet, it is about normal for the time of the year. Importers do not expect much business in the latter part of May. Ordinarily it is too late for import orders, though this year many factories can take care of small lots.

American potters are still very busy, but are not getting as many orders as they have been—which is perfectly natural, as they have still many unfilled demands on their books.

The glass business has improved a little in the past month, and those who were dull in the interim between the busy January trade and the slight revival in the latter part of April have evened up so that the season's aggregate is fairly good, though there has not been the gain expected.

The lamp business has not got the vim and snap that manufacturers would like to see. There is something doing, of course, but except for lighting glassware it cannot be said that demand is brisk.

The import season for dolls and toys is about over and importers in these lines are very well satisfied with the amount of business done.

Cut glass is quiet, but there is a little demand for

immediate shipment to piece out orders given for June weddings.

Retail trade in the city received a slight impetus with the coming of real spring weather. For a week the air has been balmy, and consequently retailers have profited. There is beginning to be a demand for summer home furnishings, as people are preparing to migrate. In the rural district around New York trade is fair, but nothing extraordinary. From interior points reports are to the effect that there is business, but not of sufficient quantity to cause enthusiasm.

The future looks all right, although there seems to be a policy of "watchful waiting," traders buying only from hand to mouth. How this will materialize is hard to see, considering the low condition of stocks and the absence of orders for future delivery. There was a slight return of confidence this week in circles outside of our own because of delayed orders being placed for steel and other commodities, and the stock market responded briskly when it was known that heavy orders for structural iron had been placed. The prospect of allowing the railroads an increase in rates is growing brighter. Such an event will mean the expenditure of much money which is now held back while the roads are economizing. The laying off of six thousand men in an automobile plant had rather a disquieting effect, but on the whole prospects are brighter. The crop prospects are even better than reported last week. These will have to be moved, and the transportation companies will be earning large sums even if they do not get the increased rate.

While it is universally expected that the next two

or three months will be quiet, there is a growing feeling that fall business will be big.

Pittsburgh and Vicinity

Some of the larger manufacturers of glass report an improvement in business during the past week. Staples and blown ware are moving actively, as are also packing lines. While salesmen on the road are not sending in a great volume of business, mail orders are quite numerous.

East Liverpool and Vicinity

While there has been a slight falling off in orders of late, the potteries in this district appear to have enough business on hand to insure steady operations for some time to come. Of course this is the season of the year when some falling off in trade may be expected. Mail business is good, but salesmen are not being overburdened with orders.

SAN FRANCISCO AND THE COAST.

CROCKERY and glass wholesalers of this city report a normal business for this time of the year. Those handling cut glass are booking larger orders than for some time, as retailers are beginning to stock up after letting their supplies run very low. Summer specialties are being featured by retailers here and a good opening business is reported for china and glassware designed for summer home use.

Word has been received here that A. P. McPherson will call on the trade shortly in the interest of Knowles, Taylor & Knowles.

Arthur B. Morris is showing the cut glass and silverware lines for which the A. W. Pike Co. is Pacific Coast representative in some of the valley towns this week. A. W. Pike is expected home next week after an extended European trip.

F. M. Dunn, Coast manager for the United States Glass Co., has just returned from the Northwest, and reports improved conditions in that section. He is doing a nice business with the company's utility jars and other food containers.

R. H. Smith booked orders here a few days ago for the S. A. Weller lines.

C. A. Bacon called on the trade in the Sacramento Valley last week and reports business better in the country districts than in the cities.

New glassware and portable samples arrived at the Pittsburgh Lamp, Brass and Glass Co.'s headquarters here a few days ago, and show to very good advan-

tage. Manager A. A. Otte is due next week from a long trip over his territory.

W. B. Elms, manager of the crockery, glass and toy departments of the Broadway Department Store, Los Angeles, was a recent visitor at local sample rooms.

Jos. Brunner, manager of the San Francisco branch of Bawo & Dotter, is due at headquarters the end of the week after his semi-annual visit to the trade in the Northwest.

W. E. Graves, Coast representative of the Pairpoint Corporation, is calling on the trade in southern California.

F. Siem, European buyer for the Nathan-Dohrmann Co., has just returned from his annual visit to the markets.

An exhibit of art glass light globes, manufactured by the Branagan Glass Mfg. Co., which recently established a glass factory at Newport Beach, is being made at the Carl G. Strock store in Santa Ana.

Coast Manager Geo. A. Boomer for the Plume & Atwood Mfg. Co. and the American Ring Co., and his assistant, C. C. Kutz, have both left for the south, the former going the coast route, and the latter making the valley towns.

A special meeting of the stockholders of Shreve, Treat & Eacret, who handle cut glass in conjunction with their jewelry and silverware lines, has been called for July 14 for the purpose of increasing the capital stock to \$1,000,000.

H. B. Altschul, traveler for Ottenheimer Bros., who covers the northern part of the State, is spending a few days at headquarters.

THE CORRECT FIGURES.

SOME of the figures in last week's report of the exports from Liverpool strayed from their moorings and became attached to the wrong ports of entry, with the natural result of being misleading. Below is the corrected table:

to	Shipments month end'g Apr. 25, '14	Correspond- ing period 1913	Exports Jan. 1st to Apr. 25, '14	Correspond- ing period 1913
Boston ..	647	824	2193	2918
New York	904	920	3216	3519
Baltimore ...	936	422	3072	2212
Philadelphia...	204	314	867	973
New Orleans	188	56	385	397
Newport News.	11	....	37	35
San Francisco	142	97	308	410
Portland, Me..	287	253	978	1216
Galveston. ...	29	49	113	61
Portland, Ore..	....	22	...	91
Inland Points..	63	27	250	225
Total..	3411	2984	11419	12057

THE METROPOLITAN MARKET

Herman C. Kupper's import samples of Ahrenfeldt china and Schierholz art ware are still complete, and comprise a comprehensive and altogether artistic display, offering a wide selection of novel shapes and rich decorations at moderate prices. These lines enjoyed great success during the import season, and buyers who have not already seen the display should avail themselves of the first opportunity.

The good taste and finished workmanship that usually characterize the productions of the Lotus Cut Glass Co. are seen in several cleverly-conceived floral patterns of exceptional daintiness that are being shown by Cox & Lafferty, the local agents. The pretty shapes are just suited to the designs. Each pattern is shown in stemware and a variety of other pieces. The line has the reputation of being a rapid mover.

A charming new decoration in dinnerware from A. J. Wilkinson is being shown by Robert Slimmon, the American representative. It consists of a narrow Grecian border effectively applied on the "Avon" shape, the handles of the vegetable dishes, etc., being in plain scoured gold to match the groundwork of the border.

A more comprehensive display of bar glassware is seldom seen than that produced by the Potomac Glass Co. and now shown by Thos. G. Edge, the concern's local agent. It is a specialty with this company and comprises a varied assortment of new shapes as well as a number of lines that have proven too popular to discontinue. Combined with the wide range of prices, every possible demand can be satisfactorily met.

Wm. D. Finke moved this week to 7 West Twenty-fourth street.

The "Sealtite," a fruit jar of many commendable features, is being shown as a side line by A. P. Doctor at his salesrooms, 66 West Broadway. It is similar to the well-known "Lightning" jar, is machine-made of flint glass with no rough edges to cut the hands, and is

an improvement over the green glass usually seen in most jars. The mouth is large and has the "Lightning" stopper, while another advantage is the attractive price.

A unique novelty made to retail for twenty-five cents is an exceedingly neat Guernsey ramekin with a metal handle and ball feet in either nickel or silver-plate. It is being shown by Guy S. Jenkins, the concern's local agent, and promises to keep the manufacturers busy filling orders for it.

Richard Kohn is showing the first samples from the Consolidated Cut Glass Co., and they do credit to the manufacturers. The items thus far include rose bowls, baskets, clocks, hair receivers, electroliers and a number of pieces for table use in a cleverly-arranged floral and mitre cutting that is destined to become popular.

The Tajimi Co. have just put on display several new lines in tea, chocolate, cake and boudoir sets as well as numerous other fancy pieces in their white body Japanese china. The decorations are charmingly effective and show delicate colorings that are as pretty as they are unusual. Deserving of special comment is a Satsuma decoration showing a marine scene; also a fine Kutani print. Other patterns show landscape and floral treatments. These are all stocked for immediate delivery.

Among the latest samples from the Beaver Valley Glass Co. that Frederick Skelton, the local agent, is showing are some long-stemmed cocktail glasses in tasteful shapes that are quite out of the ordinary. Combined with the unusual length of the stems, they possess an air of distinctiveness that is very effective.

Wm. Dealing has better facilities in his pretty new showroom in the Irving Building, No. 1 Hudson street, corner Chambers, than ever before for showing his samples. The room is handsomely fitted up and splendidly lighted. His lines include the Belgrade Glass Co., Diamond Glass Co., Geo. A. Ray Mfg. Co.'s cop-

per, brass and plated goods, and the Standard Aluminum Co.'s cooking utensils and novelties.

Daniel Taylor, who formerly represented the Pittsburgh Lamp, Brass and Glass Co., and who is now marketing a vacuum cleaner, has leased accommodations in the store lately vacated by the Pittsburgh Lamp, Brass and Glass Co. at 82 West Broadway.

NEW BAGGAGE RULE SUSPENDED.

THE new baggage rule proposed by the railroads to become effective June 1, prohibiting the acceptance as baggage "trunks or cases constructed in the form of trunks, or other rigid containers, which are not square or rectangular," has been suspended by the Interstate Commerce Commission until September 29th, in order to investigate its reasonableness. The commission will permit the roads to put into effect on June 1 a rule prohibiting the acceptance as baggage trunks with more than two bulging sides which are not opposite each other.

JOTTINGS FROM BOSTON.

MORE buyers were in this week than for some time, and the result was that business was quite brisk. "The fair, warm weather started them coming," said one man, and added: "Let's hope we have more of it!" Some of those in town from whom good orders were booked were Mr. Provost, of Provost & Vincent, Lewiston, Me.; Charles W. Conant, Porteous, Mitchell & Braun, Portland, Me.; Walter Lewis, L. Lewis & Co., New London, Conn.; David Dias, Clinton; Mr. Burbank, Burbank & Douglas, Portland, Me.; A. J. Loupis, Lowell; C. F. Halliwell, C. T. Sherer Co., Worcester.

Fred Classen, who now handles cut glass for a syndicate, was a visitor this week. Formerly Mr. Classen was with the Quaker City Co.

D. B. H. Power, of Lynn, who with a party of friends has been on a motor trip to Atlanta, Ga., is returning this week from the Shriners' Convention—the magnet that drew them South.

Frederick H. Flint, 2d, of A. H. Hews & Co., Cambridge, has almost recovered from the operation which he recently underwent at a Boston hospital.

David Weinstein is recovering from his recent illness and appeared at the showrooms of Morimura Bros. the other day.

Julius Baer, of Louis Wolf & Co., ran over here on a flying trip this week, returning immediately to New

York City. "Tom" Maguire, traveling man for the concern's Boston store, is sending home some unusually good orders from the Pine Tree State.

H. T. Kneeland, representing the Manhattan Brass Co., New York, writes that the trade may expect him to be "on deck" next Monday.

J. S. Dawes has gone to Maine for a rest over Memorial Day. While there he expects to spend a few days on his property at Cousin's Island, in Casco Bay.

D. J. Mahoney has been spending a week visiting the trade in Western Massachusetts for the Pittsburgh Lamp, Brass and Glass Co.

Justin Tharaud, of New York, has been at the Parker House for a few days with his samples.

G. A. Stuart, assistant treasurer of the Mitchell, Woodbury Co., is spending a few days in New York on business.

Alfred Evans, representing Meakin a Ridgway, New York, showed his lines at Young's Hotel this week.

A. C. Hanes, traveling salesman for C. Dorflinger & Sons, has been showing his lines here.

THE SALESMEN'S OUTING.

PLANS for the outing of the Pottery, Glass and Brass Salesmen's Association are progressing in a very gratifying manner, and from present indications July 25 will be a red-letter day for all who are fortunate enough to attend.

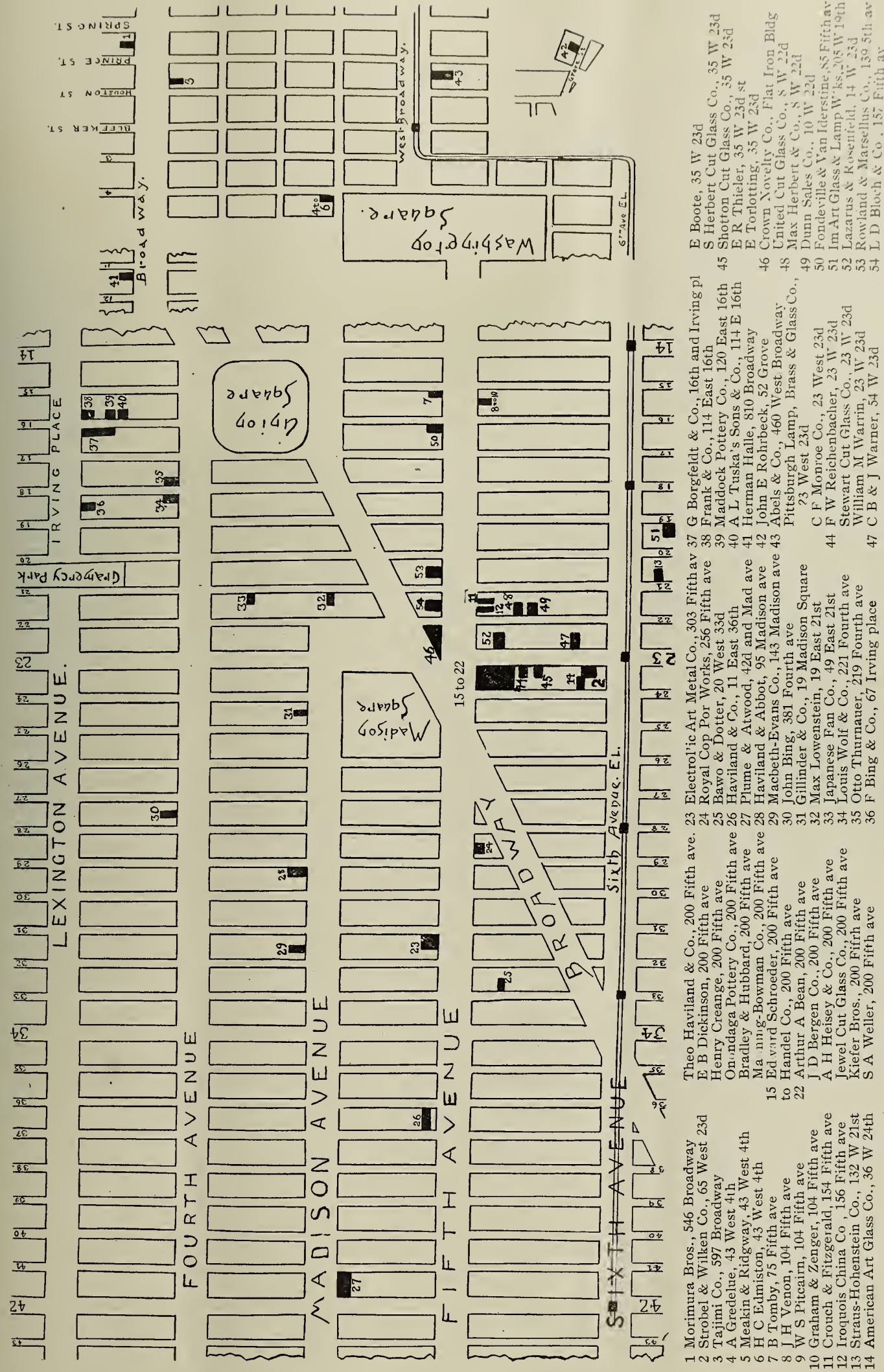
General satisfaction is expressed on every hand that a programme similar to that of last year will be followed for the day and that Karatsonyi's, at Glenwood-on-the-Sound, is to again be the place.

Tickets are in the hands of various members of the different committees, who already report an active demand for them, and it looks as though the success of last year's outing would even be exceeded this year—which is saying a great deal. You are assured of the best \$3 worth you ever had, so do not lose any time in getting your ticket.

A NEW MAP.

SO many more firms in the lines of business represented by the CROCKERY AND GLASS JOURNAL have moved uptown this month that we have revised our map. Combined with our "Uptown Directory" buyers will find it easy to reach the houses they desire to visit.

Locations of Firms in the Uptown District.



For descriptions of lines carried, see cards in "Uptown Directory," page 28.



Illuminating Devices.

Hanging, Stand and Portable Lamps; Light-
ing Glassware, indirect and semi-indirect;
Domes, Shades, etc.



SHOW window lamps that can be adjusted to bring out to the best advantage goods of any particular color, such as green silks one day, for instance, and orange designs the next day, have now been perfected and are just getting to the point of being put on the



BY WM. R. NOE & SONS.

market. Glass strips of various colors take the light rays from an electric lamp, make a mosaic pattern of the rays and then gather them all together again, blending the light into a daylight effect. By adjusting the glass strips the light can be modified so that it will intensify red or any other color as desired. Such lights have been suggested for art gallery use.

S. Sipser, doing business under the name of the Crown Novelty Co., of New York, and representing Warshavsky & Cohen's line of portable lamps, domes, brass goods, etc., and the Yipsilanti Furniture Co.'s line of wicker lamps and toy chairs, announces that he will remove between now and June 1 to the Flat Iron Building, Twenty-third street and Fifth avenue, where he will occupy suite 1216—two good-sized rooms.

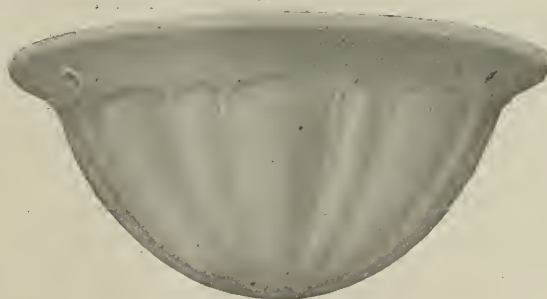
Manager Jos. Frechie has made such rapid progress in getting things in order at the new showroom of the Pittsburgh Lamp, Brass and Glass Co., 35 West Twenty-third street, that he is now ready to receive the trade in one of the best-equipped and most beautifully-appointed salesrooms in this line. Mission wood and mirror fixtures adorn the sides of the immense room as well as form several extensions which divide the room

off into sections, each of which is a separate department—one for portables, another for lighting glassware, and a third for oil lamps. The electrical equipment is so complete that practically every item on display can be illuminated so as to show how it will appear in actual use.

A recent importation of alabaster semi-indirect bowls, making a display that is noteworthy for its size, and which offers a selection in shapes and designs that is unusual in this class of goods, is the special attraction of the O. O. Friedlander salesroom. Artistically hand-carved patterns in classic and floral treatments which show great care as to detail add considerably to the attractiveness of the display.

A fascinating boudoir lamp that has enjoyed an unusual amount of popularity is to be found in the Bawo & Dotter lamp department. It is in ivory finish and the shade is unique in shape, being made up of four round panels covered with silk which may be had in a choice of six assorted colors. The bottom is finished with a bead fringe to match, and the whole arrangement is quite out of the ordinary.

Fred'k. Morse, manager of the local office of Gil-
linder & Sons, has made several changes in the concern's salesroom in the way of displaying the illuminat-



BY THE CONSOLIDATED LAMP AND GLASS CO.

ing glassware. Several handsome new fixtures have been hung from the ceiling to show the semi-indirect bowls and shower shades in their dainty "Persian" and other styles.

BUSINESS BRIEFS.

The new Poole department store, Springfield, Mass., opened last week.

Catalogues are requested from pottery and glass manufacturerers by J. W. Dry, Mexico, Mo.

The Canada Cut Glass Co. Ltd. has just been formed at Toronto with a capital of \$25,000.

The Edisto Kaolin Company, Aiken, S. C., has been given the right to increase its capital stock from \$50,000 to \$250,000.

The Miners' Store, which has just been incorporated at Northfork, W. Va., will handle domestic pottery and glassware.

King & Son, who operate a department store at Saginaw, Mich., suffered a loss by fire. Pottery and glassware were carried.

The petition in bankruptcy against Wolff's Department Store, Peekskill, N. Y., has been dismissed and the receiver discharged.

The Sterling Glass Co., Lapel, Ind., has been incorporated with a capital of \$25,000 by W. P. Busby, D. E. Conrad, Aruthur Woodard, and others.

At DeKalb, Ill., B. C. Knolle has bought out the interest of his partner and will continue the business. Among the lines carried are pottery and glassware.

Jeffers & McCune, Kankakee, Ill. have disposed of their stock and accounts to W. E. Austin, who will continue the business. The stock includes pottery and glassware.

I. Sulzbacher, the largest china and glass dealer in Steubenville, O., has awarded the contract for a \$10,000 improvement and addition to his store in Market street, that city.

H. E. Nicolay Co. have incorporated with a capital of \$100,000 to conduct a department store in Brooklyn, N. Y. The incorporators are F. W. Russell, B. L. Marks and H. E. Nicolay.

Foster, Stevens & Co., who have been doing business at Grand Rapids, Mich., as a partnership, have been incorporated with a capital stock of \$30,000. The concern maintains a glass and china department.

The Goerke Co., Newark, N. J., which sold its interest in the W. W. Synder store at Newark, announces that it intends to build a big department store in Newark, and other stores in about eight cities in the East.

The I. L. Lewis Mfg. Co., Syracuse, N. Y., filed a certificate of incorporation last week, with a capital

stock of \$50,000. The concern will manufacture house-furnishing goods. The directors are Isabel L. Lewis, William E. Lounsbury and Verna S. Lounsbury.

McGREGOR & CO. IN NEW LOCATION.

H. P. McGREGOR & Co., Wheeling, W. Va., are now located in their new store at 1119 Main street, the building formerly occupied by John Friedel & Co. The new home of the old McGregor establishment presents a splendid appearance both inside and out, while the stock of fine glass, china, electric lamps, etc., is second to none in that section of the country.

The McGregor store is one of the oldest retail houses in the State. It was formed more than sixty years ago and was then known as Barnes & Walton. Many years ago Mr. McGregor was taken in as a partner and the firm name was changed to Barnes & McGregor. When Mr. Barnes died Mr. McGregor became sole owner.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

R H Spence, hf, Sloever & Spence, Schenectady. Herald sq.

J Postley, hf, Baltimore Bargain House. 354 Fourth ave.

A A Sprague, t, Howland D G Co, Bridgeport, Conn. 75 Spring.

F E Blake, t, Smith, Murray Co, Bridgeport, Conn. 55 White.

J H Mustard, t, C Trankla & Co, Grand Rapids. 55 White.

E L Scott, t, Sage, Allen & Co, Hartford. 75 Spring.

H E Kline, t, Watt & Shand, Lancaster, Pa. 55 White.

J Donovan, t, Robertson, Sutherland Co, Lawrence, Mass. 55 White.

Miss K Riordan, t, J H Bunce Co, Middletown, Conn. 75 Spring.

G T Thibedeau, t, New Bedford (Mass) D G Co. 75 Spring.

A A Breton, t, hf, Shartenburg & Robinson, New Haven. 75 Spring.

I Rothstein, c, g, t, Kaufmann Dept Stores, Pittsburgh. 200 Fifth ave.

C W Conant, t, Porteous, Mitchell & Braun Co, Portland, Me. 55 White.

W O Day, t, Miller & Rhoads, Richmond, Va. 55 White.

J Jardine, t, Smith & Murray Co, Springfield, Mass. 55 White.

A K Burnham, t, Reid & Hughes Co, Waterbury, Conn. 75 Spring.

J J Harrington, t, Harris & Mowry Co, Woonsocket, R I. 75 Spring.

A C Wood, t, J C MacInnes Co, Worcester, Mass. 55 White.

Miss E Ledger, t, H S Barney Co, Schenectady. 75 Spring.
 P H Florry, t, Hager & Bro, Lancaster, Pa. 75 Spring.
 A A Packard, t, Meekins, Packard & Wheat, Springfield, Mass. 75 Spring.
 G G Bailey, t, J McLean & Son, York, Pa. 55 White.
 R Illsley, t, Barnard, Sumner & Putnam Co, Worcester. 75 Spring.
 J H Hogan, t, Shartenburg & Robinson Co, Pawtucket, R I. 75 Spring.
 H O Oberman, hf, c, Montgomery, Ward & Co, Chicago. 39 West Twenty-fifth.
 R J Parson, hf, Gilchrist Co, Boston. 55 White.
 J Kieley, hf, Smith & Murray Co., Bridgeport, Conn. 55 White.
 F Kerr, hf, C Trankla & Co, Grand Rapids. 55 White.
 R H McGrath, hf, Porteous & Mitchell Co, Norwich, Conn. 55 White.
 W W Dodge, hf, J G Myers Co, Albany. 220 Fifth ave.
 F M Downs, hf, Miller & Paine, Lincoln, Neb.
 A R Williams, Wm Laubach & Sons, Easton, Pa.

OBITUARY.

IN his ninetieth year, William L. Gavett, a pioneer crockery merchant of Plainfield, N. J., passed away May 11. He went to Plainfield from Boston, his native city, in 1862 and opened a crockery and glassware store. When he retired he disposed of the business to his son, Joseph W. Gavett, who still conducts it.

Leopold Hammel, largest merchant in Mobile and one of the most prominent citizens of the South, died suddenly at his home May 14 from heart disease. He was a native of Bavaria, and when a boy of seventeen, in 1854, came to New York, where he got his start. He later went to Mobile, where he had relatives, and after clerking for six years opened a dry goods store of his own, which has for forty-two years been the leading establishment in Mobile. He was a cousin of the late Isidor Straus.

WHEN COPIES ARE "WORKS OF ART."

ARTISTIC copies, if mechanically made, even though they have an artistic value, will not be classified as works of art under the tariff law, according to a customs ruling issued by Assistant Secretary of the Treasury Malburn. This ruling was made in a letter to the Collector at Philadelphia, reading in part:

"The Department duly received your letter of February 11 last, inviting attention to the fact that John L. Vandiver imported through your port a copy, in plaster, of a Borghese vase said to be on exhibition at the Louvre.

"You state that the article in question was advisably returned for duty by the appraiser as a manufacture of plaster of paris at the rate of 25 per centum ad valorem, under paragraph 369 of the tariff act, whereas the importers claim that the article is properly dutiable

at the rate of 15 per centum ad valorem, under paragraph 376.

"You request to be informed: '1, does a copy, replica, or reproduction of a statue have to be made by the artist who made the original to be dutiable under paragraph 376? 2, does a copy, etc., have to be made of the same material as the original? 3, does the copy, etc., have to be made of the same dimensions as the original.

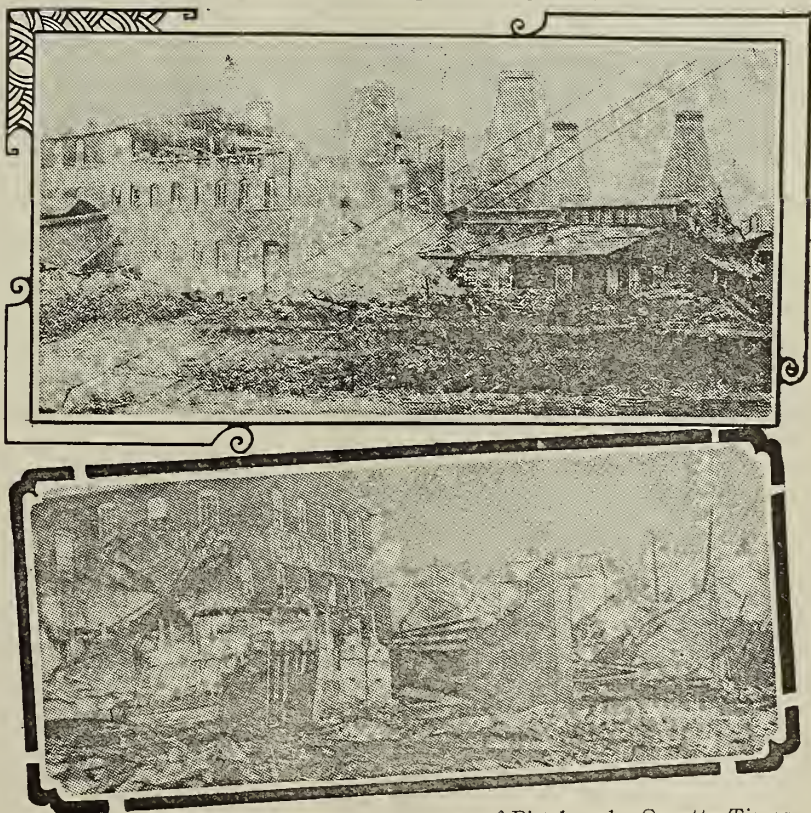
"The Department is of the opinion that all your questions should be answered in the negative.

"The Department is further of the opinion that in view of the express provisions of paragraph 652, excluding from that paragraph articles of utility and articles made wholly or in part by a mechanical process, the articles so excluded would fall within the provisions of paragraph 376, notwithstanding that they may be articles of utility or made by a mechanical process further than that necessarily incident to the working of metal, terra cotta, wax or plaster, provided said articles rise to the dignity of works of art. If such copies or replicas do not fall within the category of 'works of art,' as such words are broadly applied, then the Department is of the opinion that the same would be dutiable under paragraph 369 or other appropriate paragraphs of the tariff act.

"It follows that if the copy in question is of such artistic character as to fall within the broader definition of works of art it is dutiable under paragraph 376 of the tariff act."

HAVOC OF THE STORM.

THE illustration below shows the damage wrought on the afternoon of May 12 at the plant of the Pennsylvania China Co., Kittanning, Pa., operated by W. S. George, of the W. S. George Pottery Co., East Pal-



Courtesy of Pittsburgh Gazette-Times

estine, O. The mold shop, decorating department and clay shops were severely damaged, while the large stack over the battery of decorating kilns was razed by the terrific wind. One man—a kilnman—was killed and several other persons were injured when the storm struck.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MAY 21, 1914.

WHAT DOES IT ALL MEAN?

"UNUSUAL secrecy veiled the beginning of an investigation last Friday by United States Special Attorney-General Mark Hyman and a special Federal Grand Jury into the operations of the United States Potters' Association. It is charged that the association has adopted a "trade list" to maintain prices, and to have employed a lobbyist at a \$10,000 salary.

"President Wilson directly ordered the investigation, it was learned, as a result of the investigation of the books of the potters, made at their own request, under the direction of Secretary Redfield, of the Department of Commerce, to ascertain the effect of the tariff on that industry."

Such were the statements in articles of great length in the daily press last week.

Attorney-General Mark Hyman, upon being interviewed, disclaimed all knowledge of such an investigation.

W. E. Wells, chairman of the Labor Committee of the Association, said, when interviewed: "There cannot be anything to it. There may be some move of someone trying to 'get even.' There is not anything the United States Potters' Association is guilty of, because its affairs are an open book. It may be something our competitors in foreign goods, who are annoyed about our investigation to make them pay their full duty, are doing. They may be trying to frame up something. It is giving us no concern whatever."

Inquiry among the importers elicited nothing. No

one had heard of the investigation until the representative of the CROCKERY AND GLASS JOURNAL brought the matter to their attention.

FOR A "FREE PORT."

THE Merchants' Association of New York is working hard to have New York made a "free port." A free port means that goods from other countries may be shipped here, loaded or transferred to other vessels without paying duties, provided they are not to be used in this country, but are to be re-shipped to other points. Under our present tariff, articles partly manufactured, to be finished and exported, and materials which could be manufactured for export only, would be entitled to the free zone. Articles of plain glass, for instance, could be shipped here, cut, and re-shipped to Cuba or any other place. Plain white china in the same way could be decorated and shipped. It does not seem as if the little benefit that would accrue would equal the disadvantages. The railroads might profit, but the free port would be of little value to the crockery trade under present conditions.

PERSONAL.

NOT long ago a rabid anti-vaccinationist brought the charge that a member of the National Guard had died of vaccine poisoning. Capt. Finke, the well-known cut glass agent, took up the case and completely refuted the accusation. For his skillful handling of the matter he has received a letter from his commanding officer commending him for his zeal and efficiency. It is not the first time his abilities have been recognized in National Guard circles. He is highly respected for his military skill, and many suggestions made by him have been adopted by his superior officers.



Henry E. Warnecke has just returned from his initial trip for Henry Creange, with whom he recently became associated after having been buyer for Higgins & Seiter for several years. He spent two months covering Western territory and says he much prefers selling to buying.



Fred J. Classen, representing the Empire and the Jewel companies for the Cut Glass Products Co., returned last week from a month's trip through the West. It was his initial one for the concern and proved very successful. This week he is calling on the trade in Boston.



Clifford E. Myers, formerly with Morimura Bros., but who recently engaged with Bawo & Dotter as road representative for their lamp and art lines, left last week

on his first trip through New England for the concern. This week he is displaying his line in Boston.



S. A. Weller was here from Zanesville, O., for a few days visiting his new salesrooms in the Fifth Avenue Building.



F. W. Beiswanger, who calls on the metropolitan trade with Warshavsky & Cohen's line of lamps, domes and brass goods, will hereafter make his headquarters with the concern's local agent, S. Sipser, at the latter's new showrooms in the Flat Iron Building.



J. M. Lewis, president of the Consolidated Lamp and Glass Co., is spending a few days with Mr. Dougherty, the New York representative. He will visit Boston before returning home.



"Imperator Sails, Carrying Many Distinguished Persons."
—Headline in daily papers.

Sure! J. H. Venon and wife were aboard.



W. A. B. Dalzell, of the Fostoria Glass Co., arrived in New York on Monday for a few days' stay with John Nixon, the New York representative, and will go to Boston before returning home. This is his usual visit made at this season of the year.



Cornelius McCormack, who calls on the trade in the metropolitan district for the J. D. Bergen Co., is away from business this week on account of the death of his father.



M. J. Geary, of the Chicago branch of Morimura Bros., spent a few days in New York last week. He said he had no complaint to make of business in his territory.



John Nixon, local sales manager for the Fostoria Glass Co., left Monday night for a week's visit to the factory at Moundsville, W. Va.



Alfred E. Abbot, treasurer of Haviland & Abbot Co., will sail for Europe on the 26th for Limoges to visit the factory of Porcelaines G. D. A.



Edward Boote will leave for Europe June 10 on the new steamer Aquitania. He takes with him his grandson, "Ted," sixteen years old.



W. L. Curry, president of the Pittsburgh Lamp, Brass and Glass Co., came on this week to see the new warerooms on Twenty-third street.



W. P. Graham, of Graham & Zenger, left last Friday for a few days' call on the trade in Canada. This

week he will meet the concern's representative, H. S. Clarke, in Chicago and will then return here to prepare for his usual European trip to the factories. He expects to sail May 26 on the Vaterland.



A. H. Heisey came up from Atlantic City last week to see the new warerooms in the Fifth Avenue Building, and was much pleased. He authorized further improvements, and intends to make it the handsomest of all his warerooms.



H. J. Smith returned Wednesday night from a special trip to Boston for Cox & Lafferty, and while there called upon a few friends and incidentally captured some very gratifying orders.



O. F. Murray, superintendent of the United States Glass Co.'s factory at Glassport, Pa., spent Monday and Tuesday in New York conferring with local sales-manager Ed. Craig.



Henry Siegel, the department store merchant, is on the Olympic bound for New York. His stay abroad lasted just five days.



D. N. Hewes, of Miller & Hewes, Hartford, Conn., accompanied by Mr. George, who is also associated with the concern, were in the market this week.

NEW FREIGHT RATES.

THE Interstate Commerce Commission, in rendering its decision in three important cases entitled the "Mississippi River Case," the "Springfield (Ill.) Rate Case" and the "Elgin (Ill.) Rate Case," has created a far-reaching readjustment of rates from New York to Western points in Illinois, Iowa and Missouri which should prove of advantage in the extending of the trade of New York City to that territory. The old and the new rate adjustments are set forth in a series of tables issued by the Merchants' Association of New York.

GLASS TANK BURSTS.

FIFTY employes of the East End Glass Co., Grafton, W. Va. narrowly escaped death last Friday when the big glass tank burst, and tons of molten glass were poured out, destroying everything in their path. Fire followed, and, fed with the gas from the broken tank, flames were sweeping from end to end of the building in ten minutes.

All employes escaped, but the destruction of the building was rapid, and only hard work by the city fire-

men saved an adjoining building containing \$15,000 worth of finished window glass. The loss is \$30,000. The owners expect to rebuild and enlarge the plant.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending
May 19, 1914.

ANTWERP

24	packages glassware.....	B Gunthel
24	" ".....	L Straus & Sons
5	" ".....	O Goetz
156	" ".....	Miscellaneous Orders
5	earthenware.....	Herman C Kupper
86	" ".....	Bawo & Dotter
16	" ".....	Koscherak Bros
48	" ".....	L Straus & Sons
30	" ".....	G F Bassett & Co
4	" ".....	Strobel & Wilken Co
11	" ".....	Miscellaneous Orders
19	toys.....	Geo Borgfeldt & Co
8	" ".....	B Illfelder & Co
4	" ".....	G W Travers
16	" ".....	Strobel & Wilken Co
21	" ".....	Miscellaneous Orders

BREMEN

29	packages glassware.....	L Straus & Sons
23	" ".....	Miscellaneous Orders
4	chinaware.....	Strobel & Wilken Co
323	earthenware.....	Geo Borgfeldt & Co
49	" ".....	Karl Hutter
10	" ".....	B Tomby
260	" ".....	Miscellaneous Orders
35	toys.....	Strobel & Wilken Co
12	" ".....	A Steinhardt & Bro
300	" ".....	Miscellaneous Orders

COPENHAGEN

33	packages toys.....	Geo Borgfeldt & Co
----	--------------------	--------------------

GLASGOW

20	packages glassware.....	H A Rogers & Co
----	-------------------------	-----------------

HAVRE

27	packages earthenware.....	L Straus & Sons
11	" ".....	A G Moment
14	" ".....	Herman C Kupper
20	" ".....	Vogt & Dose
88	" ".....	Miscellaneous Orders
20	toys.....	Geo Borgfeldt & Co
42	" ".....	Miscellaneous Orders

FIUME

44	packages toys.....	Strobel & Wilken Co
----	--------------------	---------------------

LIVERPOOL

2	packages earthenware.....	Bawo & Dotter
6	" ".....	L Straus & Sons
16	" ".....	E Boote
23	" ".....	H C Edmiston
23	" ".....	G F Bassett & Co
21	" ".....	Maddock & Miller
14	" ".....	J H Venon
17	" ".....	Haviland & Abbot Co
6	" ".....	J J Hines
239	" ".....	Haviland & Co
6	" ".....	Meakin & Ridgway
37	" ".....	Miscellaneous Orders
12	toys.....	Geo Borgfeldt & Co

LONDON

17	packages toys.....	Geo Borgfeldt & Co
6	" ".....	Miscellaneous Orders

HAMBURG

11	packages glassware.....	Strobel & Wilken Co
4	" ".....	Frank & Co
44	" ".....	F W Woolworth
17	" ".....	Geo Borgfeldt & Co
161	" ".....	Miscellaneous Orders
46	chinaware.....	Strobel & Wilken Co
76	earthenware.....	L Straus & Sons
1	" ".....	H Creange
9	" ".....	J Palme
7	" ".....	Herman C Kupper
58	" ".....	L D Bloch & Co
5	" ".....	F Bing & Co
8	" ".....	Strobel & Wilken Co
78	" ".....	Miscellaneous Orders
88	toys.....	B Illfelder
2	" ".....	C B Rouss
36	" ".....	Samstag & Hilder Bros
7	" ".....	G W Travers
84	" ".....	Strobel & Wilken Co
205	" ".....	Miscellaneous Orders

ROTTERDAM

27	packages earthenware.....	L D Bloch & Co
17	" ".....	Geo Borgfeldt & Co
14	" ".....	J H Venon
43	" ".....	L Straus & Sons
118	" ".....	Miscellaneous Orders
27	glassware.....	Fensterer & Ruhe
40	" ".....	Miscellaneous Orders
64	toys.....	B Illfelder & Co
2	" ".....	A Steinhardt & Bro
4	" ".....	Samstag & Hilder Bros
4	" ".....	Miscellaneous Orders

SOUTHAMPTON

47	packages earthenware.....	H Creange
26	" ".....	C L Dwenger
10	" ".....	Bawo & Dotter
25	" ".....	H R Churchill
4	" ".....	J J Hines
10	" ".....	J H Venon
41	" ".....	Haviland & Abbot Co
45	" ".....	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

20	packages earthenware.....	Jones, McDuffee & Stratton Co
15	" ".....	Meakin & Ridgway
6	" ".....	Exchange Bank
14	" ".....	The Rowland & Marcellus Co
15	" ".....	Adams Express Co
8	" ".....	American Express Co

HAMBURG

2	packages earthenware.....	Jones, McDuffee & Stratton Co
18	" ".....	American Express Co
36	" ".....	F W Woolworth
4	" ".....	Jordan Marsh Co
5	" ".....	L Wolf & Co
16	" ".....	Geo Borgfeldt & Co
3	" ".....	R F Downing & Co
80	" ".....	First National Bank
1	" ".....	L E Knott Apparatus Co
5	" ".....	Miscellaneous Orders

ANTWERP

29	packages earthenware.....	Jones, McDuffee & Stratton Co
39	" ".....	First National Bank
15	" ".....	American Express Co
12	" ".....	L Wolf & Co
1	" ".....	Miscellaneous Orders

CHINA AND JAPAN

29	packages earthenware.....	Jones, McDuffee & Stratton Co
105	" ".....	Miscellaneous Orders

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

As exclusively predicted in the CROCKERY AND GLASS JOURNAL six weeks ago, official announcement has been made of the formation of the McNicol China Co., which intends to erect a seven-kiln pottery at Clarksburg, W. Va. Plans have been prepared, and as soon as the Baltimore & Ohio Railroad Co. constructs a siding to the site actual construction will start. This new company has been formed by John and Hugh McNicol, sons of D. E. McNicol, of this city. The business will have no connection with any interest in this district. A general line of ware will be made by the concern.

* *

It is reported that the U. S. Potters' Association is endeavoring to have the recent ruling on hotel ware set aside. This was as follows: "As these wares are in a greater or lesser degree absorbent, the custom officers are directed to assess duty under paragraph 79, at the rate of 35 per cent ad valorem, if not painted or otherwise ornamented or printed, while if decorated, at 40 per cent under the last part of the same provision."

* *

The "News" of Wheeling, W. Va., a few days ago came out with the statement that among the available Republican Congressional timber to be found in the First West Virginia District is W. E. Wells, of the Homer Laughlin China Co., of this city and Newell. The district is now represented by M. M. Neely, of Democratic faith.

* *

Mr. Siem, with the Dohrmann Commercial Co., of San Francisco, spent a few days in the district last week, en route home from a trip to Europe.

* *

Modelers here report a very inactive season. Little new work is now on their benches.

* *

P. E. Moeller, of Palm-Fechtler Co., spent some time in the district last week calling on the trade.

* *

William Hindle, formerly a resident of this city, is now engaged in the organization of a new pottery company which will erect a plant at Colorado Springs.

Considerable clay which can be used for art pottery purposes is said to be within easy reach of the site of the proposed pottery.

* *

A playground for the benefit of its employes has been opened just east of the plant of the Smith-Phillips China Co., where tennis courts and the like have been provided.

* *

James Deens, sales manager for the D. E. McNicol Pottery Co., has been spending a season in the Western territory.

* *

After several weeks' idleness, the No. 3 plant of the Burley & Winter Pottery Co., at Crooksville, O., has resumed operations manufacturing stoneware. Plants Nos. 1 and 2 of this company, which have also been closed, are expected to start work again during the coming week.

* *

George F. Brunt, of this city, who recently acquired possession of the Chaseland Pottery at Worthington, just north of Columbus, O., has started to prepare it for the manufacturing of tile. The plant formerly manufactured general and hotel ware, but has been idle for many years.

* *

Manufacturers are pleased over the fact that no labor conferences will be scheduled for this year. The resolutions which will be acted upon at the Atlantic City convention in July will have to do with the sanitary branch of the trade and the internal affairs of the organization. There is every reason to believe that the "Astor Agreement" will not be re-opened this summer, and that it will remain in effect until October 1915.

* *

John Horton, representing pottery manufacturers, and Robert Walker, representing kiln-drawers, both of Sebring, were here to secure data upon the proper temperature of kilns when they are drawn. At Sebring there has been some difference of opinion on the subject.

* *

According to railroad men here, pottery shipments out of this district for the first quarter of the year were the heaviest for any like period in the history of the local industry. Notwithstanding this fact, the railroad

company has retrenched, and a number of freight station workers have been laid off.

* *

The Potters' Co-Operative Co. report a heavy business on their new assortments.

* *

Demand for yellow and Rockingham ware continues strong, and all local factories engaged in this line report heavy business. "We have no trouble in selling all the yellow ware we can make," was the way one manufacturer put it.

* *

At Cleveland, O., the American Filter and Pottery Co. has just been formed with a capital stock of \$5,000. V. H. McConnell is at the head of the new company.

* *

The Crooksville Clay Products Co., which has just been incorporated by H. C. and C. O. Milligan at Columbus, O., will have its plant at Crooksville and manufacture stoneware, art pottery and flower pots.

AT PITTSBURGH

WHOLESALEERS here report business in pottery and glass rather quiet. Those concerns handling lighting goods, however, say that this trade is good and shows a very promising future. There has also been an increased demand for bar lines.

* *

In the department stores there is only a moderate movement in china and glassware. Many special sales are being put on in order to stimulate trade, but the crowds are not coming out as have been seen on previous similar occasions.

* *

Charles A. Postley, representing the Superior Brass Novelty Co., of New York, was at the Colonial-Annex for a few days last week.

* *

Z. T. Smith, with the D. E. McNicol Pottery Co., East Liverpool, was here for a brief season last week.

* *

Harry A. Ross has returned from spending a week in the New York offices of the Pittsburgh Lamp, Brass and Glass Co.

* *

Robert G. West, manager of the local offices of the Pittsburgh Lamp, Brass and Glass Co., whose home was partially destroyed by fire several months ago, was a happy man this week. All damage has been repaired, and he was able to gather his family about him and move back from whence they came.

* *

The razing of old buildings has been begun by the Rosenbaum Department Store Co. preparatory to the construction of their new thirteen-story store. The new store will occupy the square on Sixth street extending from Penn avenue to Liberty, across the street from

the Hotel Anderson. It is reported that when finished the company will include a china, glass and housefurnishing goods department. At present only cut glass is being sold by this concern, the former china department having been abandoned.

* *

The stock of cut glass carried by the Pritchard-Tritchler Co. was bought last week by the Kaufmann-Baer Department Store Co., and is now on sale by the latter. It is understood here that the former firm will soon discontinue business.

* *

Will Bishop, who has had a cigar stand in the old Monongahela House for many years, and who is known to about every glass and pottery salesman on the road, has taken over the Fleming House at Kane, Pa. He will continue his business here also.

* *

The Dominion Trust Co., of this city, of which J. A. Knox, formerly president of the United States Glass Co., was secretary, has been taken charge of by the State Banking Department. Steadily decreasing business is given as the cause of the closing.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

TO	Shipments week end'g May 2, '14	Correspond- ing period 1913	Exports Jan. 1 to May 2, '14	Correspond ing period 1913
Boston	41	228	2234	3146
New York	193	184	3409	3703
Baltimore	152	199	3224	2411
Philadelphia. ...	31	112	898	1085
New Orleans.	63	94	448	491
Newport News .....	....	....	37	35
San Francisco ..	....	66	308	476
Portland (Me.) ..	4	13	982	1229
Galveston .....	....	....	113	61
Portland (Or.) ..	....	70	....	161
Inland Points .....	....	92	250	317
Total	484	1058	11903	13115

From the Freight and Shipping Circular of John Edwards & Co. Liverpool.

TO	Shipments week end'g May 2 '14	Correspond- ing period 1913	Exports Jan. 1 to May 2 '14	Correspond ing period 1913
New York	193	184	3606	3778
Boston	41	228	2421	3230
Philadelphia. ...	31	122	919	1212
Baltimore	152	202	3224	2414
San Francisco ..	....	65	348	480
New Orleans.	63	94	524	491
Portland (Me.) ..	4	13	985	1231
Galveston .....	....	....	113	61
Newport News ..	....	....	37	35
Portland (Or.) ..	....	70	....	169
Inland Points .....	....	57	104	197
Total	484	1036	12281	13298

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

As anticipated, the summer shut-down in the union glass factories this year will be for two weeks only, starting Friday evening, July 3.

Stocks will be increased where deemed advisable, so that the trade may be taken care of during the fortnight of idleness.

Rudolph Kinzer, who started with the United States Glass Co. as clerk and bookkeeper, and later went with the Macbeth-Evans Glass Co., has just returned from Mexico, where he was connected with mining interests. He was compelled to flee the country to save his life, having been shot at by the Federals and barely escaping. He will remain at the home of relatives here indefinitely.

Anent the strife in Mexico, orders for glassware continue to be received from that country. A large firm in Mexico City recently wrote a factory in this district inquiring when its orders would be shipped. Some Mexican firms are evidently still doing business. Shipments, however, from glass factories in this territory will not be made into Mexico until after some internal adjustments have been made.

Louis Fritz, glass buyer for Butler Bros., spent some time during the past week visiting factories in this locality. He left orders for both immediate and later shipments.

The Pittsburgh Lamp, Brass and Glass Co. have just brought out a line of eight electric shades in imitation silk effect, known as No. 741. Vari-colored glass is used, and some of the shades are neatly decorated beneath the glass. For home use this line possesses much attractiveness.

The United States Department of Agriculture, in announcing service and regulation of a food inspection decision concerning weights and measures, makes this tolerance: "Discrepancies due exclusively to differences in the capacity of bottles resulting from unavoidable difficulties in manufacturing such bottles or glass containers so as to be of uniform capacity, provided that no greater tolerance shall be allowed in cases of bottles or

similar containers which because of their design cannot be made of approximate uniform capacity than is allowed in cases of bottles or similar containers which can be manufactured so as to be of approximate uniform capacity." This also refers to display jars, which are classed as "other containers."

A new light cutting is being shown on a line of sherbets by the Pittsburgh Cut Glass Co.

Staples, blown tumblers and stemware have a very fair movement, but general table glassware is inactive.

Some of the scheme houses have been buying more liberally of glass this season, due to the potteries being unable to make deliveries as soon as these buyers would like.

"That Fly!" is the title of a booklet just issued by the London office of the United States Glass Co., some copies of which have just been received by President M. G. Bryce. Pictures of different parts of the fly, highly magnified, are shown, and the reading matter refers to the fly as a disease carrier. Then follow a number of illustrations of the sanitary glass items made by this company, such as covered fruit bowls, butter boxes, the Sheraton jug with metal cover, etc.

The sale of lighting glassware shows a slight improvement, due to the advance of the building season.

Soda fountain requisites are in heavy demand just now, and factories making these lines are in receipt of liberal business for immediate delivery. While individual orders are medium-sized, the number shows an increase.

General mail orders are said to be better than those which the salesmen are forwarding. Buying, however, is still a little spasmodic.

Records just announced here show that the imports of glassware for the fiscal year of 1914 are greatly in advance of those for the same term of 1913. The value in the former period is \$768,349 as against \$498,674 for 1913—an increase of \$269,675, or 54 per cent.

BLOCH vs. COHN-GOLDSTEIN CO.

THE baseball game scheduled for last Saturday between the employees of L. D. Bloch & Co. and Cohn-Goldstein Co. was played at Van Cortland Park under adverse circumstances so far as the crockery nine were concerned. Some of the best men who expected to play failed them. Still, although playing against an organized team and handicapped by an umpire whom they claim was prejudiced, they were defeated by only one run, the score standing nine to eight. A return game will be played at Prospect Park next Saturday.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

HELP WANTED.

OLD established firm, manufacturers of light cut glassware, want representatives who have years of experience with cut glass and good connections, to handle their lines on commission in the following territory: St. Louis, New Orleans, Southern States, San Francisco, Seattle, Minneapolis and Northwestern States. Address Box 900, this office.

WANTED—A good, live representative for New York State and city, also Philadelphia and Pennsylvania, to handle our lines on commission, by well-established manufacturers of light cut glassware. Must be well known among the trade and have good business following. Address Box 901, this office.

WANTED—Salesman for Western Pennsylvania (where we have a long-established trade) who has a thorough knowledge of china and earthenware. Liberal arrangement will be made with a competent man. FISHER, BRUCE & Co., Philadelphia.

SITUATIONS WANTED.

WANTED—Position in a glass factory to make high art ornamental glass by a young Austrian. Has own recipe for glass and does his own designing. Fifteen years' experience. Address J. BALDA, 232 East Fifty-first St., New York.

BUSINESS OPPORTUNITIES.

ACCOUNTS WANTED.—China and housefurnishing lines wanted on commission for Salt Lake City and surrounding territory. Address A. P., 124 East Broadway, Salt Lake City, Utah.

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CROCKERY and GLASS JOURNAL

NEW YORK, MAY 28, 1914.

THE CONDITION OF BUSINESS.

New York The little spurt of trade rejoiced in last week trailed off in a beautiful diminution. The beginning of June will find everything settled down to the usual summer conditions. No one expects to do much this season of the year, and whatever may come will be reckoned as so much gained. It is possible that owing to the small purchases made within the past two months some buyers will find it necessary to acquire a little stock. About all they can get from the importers will be the samples. These are now being offered for sale, and wise dealers will take all they can get, and as quickly as possible.

The hope of procuring goods from the American potters is rather faint, as they are loaded to the gunwales with orders.

The glass manufacturers have not accumulated much, and as the summer shut-down is only four weeks away, buyers who do not lay in stock may find themselves in difficulty. While the stop is officially for only two weeks, a clause in the agreement allows the men to extend the time two to four weeks more should they so desire.

There is some stock of cut glass on hand, but anything like a lively demand would clean it up very quickly.

The lamp manufacturers no longer make stock in advance, the bulkiness of the goods and the uncertainty of what will sell being the deterrents.

Barring a few wise ones, buyers for retail stores have not stocked up; consequently there is a very small amount of ware in the hands of dealers. For three years

the retail merchants, particularly the department store men, have been reducing the size of orders, buying only from hand to mouth, and they cannot possibly have much on hand. Of course they can get along with what they have. Indeed, they could get along without any if they saw fit to abolish the department. But there will be just so much less profit at the end of the year.

Hot weather has arrived, and the migration from New York to seaside and country places has begun.

Bookings for the week-end holiday are very large, and the transportation companies are being taxed to the utmost to accommodate the crowds.

Retail trade in this city responded to the warm, pleasant weather. Reports from interior points are varied. From some sections it is learned that trade is fully up to the season; from others it is rather slow. Taken as a whole all over the country, retail business is a little below normal.

Optimistic views of the future are being promulgated, and if the deductions of the steel magnates are correct there will be a great demand for that commodity. The crop prospects are brilliant, and while at the moment there are many idle cars, as soon as the wheat crop is ready for shipment it is confidently stated that there will be hardly enough cars to move it. Should the railroads be granted an increased freight rate millions of dollars' worth of rails and rolling stock will be ordered immediately. Let any one industry of magnitude get started, and the very force of its movement will

carry others along with it. We are living in hope. May the hope become a reality!

While all potteries in this district are working on good time, there is a slackening up in orders. However, this is expected at this season of the year. There is still a considerable volume of back business on the order files. On the whole, appearances indicate that the June and July trade will be equal to that of last year.

Some glassware lines are having a fair movement, while others are quiet. Soda fountain requisites are in good demand, especially tumblers. Lighting glass is also holding its own. New lines of lamps will be shown by some factories at an early date for the fall trade. Tableware is dull. Scheme lines are moving about the same as usual.

SAN FRANCISCO AND THE COAST.

BUSINESS continued to improve in retail crockery and glass departments the past week. Dealers are making the most of the June wedding season for the exploitation of cut glass and fancy china for presents.

Most of the wholesale travelers are out on their routes, and orders are said to be coming in in fair volume.

A. A. Otte, Coast manager for the Pittsburgh Lamp, Brass and Glass Co., has just returned from a long trip over his territory, going east as far as Denver, and reports slight improvement in the mountain section since his last visit. He plans to spend several weeks in town.

John E. Plummer, representing Graham & Zenger, New York, is calling on the local trade this week. He came in from Los Angeles and will proceed to the Northwest.

J. H. Merrill, head of the J. H. Merrill Co., manufacturers' representatives, plans to visit the trade in southern California early in June, and to leave on his long trip around by Denver immediately upon his return from the south.

A. P. McPherson is spending a few days in San Francisco in the interest of Knowles, Taylor & Knowles, making headquarters with Himmelstern Bros., the local representatives.

The sample rooms of Julius A. Young, on the seventh floor of the Kamm Building, have been enlarged to take in an adjoining room. The additional space is

being fitted up as a special display room for the cut glass of T. B. Clark & Co. G. H. Otto, traveler for the company, has just returned from the southern part of the State, and expects to leave for the north shortly.

Word has been received here that F. L. Merrick, Chicago manager for the Bradley & Hubbard Mfg. Co., will visit the Coast in the near future.

John J. Walsh, buyer for the wholesale department of Alexander & Baldwin, Honolulu, is visiting in San Francisco, accompanied by his family.

Geo. W. Bockman, assistant to B. F. Heastand at the local sample rooms of the Fostoria Glass Co., is spending a vacation at St. Helens.

F. W. Dohrmann, Sr., returned a few days ago from a combined business and pleasure trip to Honolulu. He was away about a month.

Jos. Brunner, Coast representative of Bawo & Dotter, stopped at headquarters a few days ago on his way to Los Angeles from the Northwest.

A. W. Pike has just returned home from an extended European trip. His company maintains one of the largest cut glass displays on the Coast.

G. F. Ghishi, foreign art buyer of S. Nordlinger & Son, Los Angeles, returned a short time ago from an extended tour of the art centres of Europe.

Alfred Stahel & Sons, San Diego, are conducting their third annual household show with great success.

HOW THEY ARE GROWING.

THE Guernsey Earthenware Co. are sending out photographs from time to time showing the progress made on the additions to their pottery. The



latest, reproduced above, shows the four new kilns and to the right of them the workshops partially completed.

THE METROPOLITAN MARKET

Some clever mechanical toys shown in the import department of the Strobel & Wilken Co. are eliciting an unusual amount of interest. Walking figures go forward, backward, and turn around. A baker's bicycle delivery wagon moves along, the rider blowing an automobile horn—accomplished by means of bellows inside the wagon.

The Brush-McCoy Pottery Co. have many new items in preparation, and promise some new creations in jardinières and pedestals, umbrella stands, fern dishes, etc., that will be a revelation both artistically and in price. H. J. Smith, manager of this department for Cox & Lafferty, expects to have the new goods on display in a very short time.

Edward B. Dickinson has greatly improved the appearance of his suite in the Fifth Avenue Building by a rearrangement that changes the entrance to another room which is used as an office. The large room which was formerly occupied by the office is now entirely devoted to the display of English ware.

The Basket Importing Co., 139 Duane street, have leased the store, basement and two lofts at 119-121 West Twenty-third street, but do not contemplate moving for several months yet.

According to his usual custom at this time of year, J. J. Hines is closing out his entire sample line of B. & H. fancy china at attractive prices. The display comprises one of the most comprehensive assortments ever shown by him, including over three hundred patterns, among which are some charming reproductions of very old designs, together with rare specimens from some of the famous museum collections.

A noteworthy display of needle etchings in full lines of stemware from the Economy Tumbler Co. is being shown by the local agent, Thos. G. Jones. An especially dainty one that has enjoyed unusual popularity is known as No. 197. It has an irregular border in

lace effect beautifully executed on an exceedingly graceful shape.

An example of the value of military training was seen in the removal by Wm. D. Finke of his samples to the new uptown showrooms last week. The feat was accomplished in the record time of half a day. Things moved with such precision that one would have imagined the movers had been drilled.

Malone & Nicholson have been appointed the local agents for the United States Glass Co.'s new line of illuminating glassware, and they are fitting up a room for its display which will be quite out of the ordinary in that as one enters not a sample is seen until the salesman draws a patent curtain behind which they are hidden. Some surprises are promised in the way of designs, colorings, etc.

The notice in our last issue of new Guernsey-ramekin for which Guy S. Jenkins is agent stated that he was the local agent for the concern, instead of being the agent for the article. The paragraph might be construed to mean that he was the general agent, which is not the case.

Something new in a seasonable offering from the Corona Cut Glass Co. is being shown by Frederick Skelton—an assortment of seventeen light cut and etched floral patterns in handled iced teas with jugs to match. They are a decided departure from the usual style. The shapes are out of the ordinary, the designs are original, and the addition of the handle makes them thoroughly practicable.

A display from the Luneville factory that is replete with items of interest in fancy and staple articles for fall import is being shown by Fondeville & Van Iderstine at their new uptown salesrooms. Among them are some exceptionally pretty designs in Tom and Jerry sets, punch bowls, etc., as well as an assortment of fruit sets that are artistic and odd. The display is well worth any dealer's attention.

JOTTINGS FROM BOSTON.

BUYERS have been dropping in now and then for the past week, and the mail has been bringing in some fairly good orders for this season of the year. Among the buyers were John Harrington, Harris & Morey Co., Woonsocket, R. I.; Arthur Racicot, Racicot Bros., Webster; E. B. McBeth, E. S. Brown Co., Fall River; William H. Bell, Bristol, R. I.; Charles W. Fry, Scituate.

G. H. Williams is showing Malone & Nicholson's lines of lighting glassware at Young's Hotel, Boston, this week.

Paul Phillips is visiting his home in the West, and on his way back he will call at several places in New York State.

Seth Shepard, of Shepard Bros., Franklin, N. H., was calling on the trade this week, making a buying trip especially to furnish needed articles for the famous Daniel Webster Homestead, which has just been restored to its old-time condition as far as possible.

M. A. Lovell, traveling man for the United States Glass Co. in this city, is on a trip through Maine.

A "feast of one million more" was held by the Gilchrist Co.'s offices and employees at the American House, and everyone showed the necessary spirit needed to add \$1,000,000 to the coming year's sales record. H. W. Schaschke, merchandise manager, was toastmaster. President C. C. Ferris praised the enthusiasm shown as a good omen for the extra business. Simon Vorenberg, treasurer, expressed his satisfaction at the showing since reorganization in December, and asked that all employees "help in cultivating the good-will of the public, so essential in increasing a business." Other speakers were Felix Vorenberg, vice-president of this concern and head of F. Vorenberg Co.; Fred Vorenberg, a director; William Jardin, vice-president; A. W. Guptill, advertising manager; James T. Chase, Robert Hartz and T. J. Lane.

William H. Bush, representing the Beaver Valley, Tarentum and Athens glass companies, has been at Young's Hotel for a few days displaying his samples.

W. B. Tebbutt, representing the Crockery, Glass and Lamp Credit Association of East Liverpool, O., has been in Boston for a few days. He called on a number of friends in the trade while here.

Many in the trade have started for the seashore and mountain resorts to enjoy themselves at hotels and camps over the double holiday.

Eight hundred employees of the W. & A. Bacon Co. attended the first annual dance of the new Mutual

Benefit Association the other night. Frederick A. Kerry, vice-president and general manager, welcomed the guests and announced his donation of \$500 to start a fund for the organization. Other representatives of the company present were: Horace Bacon, president; Augustus Bacon, treasurer; Theodore Lussier, a director; F. W. Crosby, superintendent; Harry Hollander, buyer of china and glass, and S. Sweikhart, merchandise manager. Temporary officers have been chosen as follows: president, Mr. Hollander; vice-president, Mr. Crosby; treasurer, Hugh H. Gillis; secretary, Miss Sarah E. Logan; directors, William Schwartz, John E. Toland, Mary Johnson and John P. Muir.

THE CITY'S EMBLEM.

NEW YORK CITY now has a distinctive emblem, typical of its vast industrial and commercial activities. The competition which resulted in the production of the emblem was inaugurated by the Merchants' Association several months ago. Its terms provided for a prize of \$150 for the most meritorious design, and a second prize of \$50 for the design which was judged to be next in merit. When the contest closed two hundred and forty-eight designs had been submitted from all over the country. From the two prize designs the emblem illustrated herewith was evolved.



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THE MERCHANTS' ASSOCIATION OF NEW YORK

It is the intention of the Association that merchants and manufacturers who ship goods from New York to all parts of the country shall attach to each package shipped a reproduction of the design in the form of a paster, stencil, tag, or in any other form that the shipper may prefer. In this manner the immense volume of merchandise which goes out annually from this city will advertise New York's supremacy as a commercial center all over the world.

Most other cities already have commercial emblems which are used for advertising purposes, but no such emblem has heretofore been adopted by New York, although this city is the largest manufacturing and distributing center in the country, both for its own productions and for goods made elsewhere.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Four lines of lighting glassware have been created by the United States Glass Co., and a part of the third floor of their large sample

room is now being devoted to the display of them, the department being under the management of Frank E. Freese. These lines have been named "Empire," "Jacobean," "Colonial" and "Greek." The ceiling bowls for semi-indirect use possess a surface treatment of old ivory and white which brings out the different designs in a very clever manner. The name of each line is molded in the neck of the smaller pieces, together with the trade-mark of the company. The concern is also showing for the first time a patented glass shade-holder for small shades which dealers say is something that has been long needed.

Demand for soda fountain supplies is said to be excellent, the lower-priced blown tumblers being in best demand. The call this season appears to be leaning toward lime goods. Straw holders are also in fair demand.

The winding up of the Tritchler-Pritchard Glass Co. will be accomplished probably during the coming week. The bulk of the stock has been disposed of, and the office furniture sold.

Fifteen new patterns in small lighting shades were shown this week by the Elkins Glass Co. Some of the new iced effects are novel, while the decorative patterns are all original. This concern is also displaying a semi-indirect ceiling bowl with a raised floral decoration, done in colors. The line is the only one of the kind shown in the district.

Glass manufacturers hereabouts are vitally interested in the plan to fix the railroad switching rates—a bone of contention for a long time. They desire a rate that will apply uniformly in the switching of a car from one plant to another for final loading. As the matter now stands, the railroads charge over their own lines, and if a factory is on another line that road also gets its regular rate. What is wanted is a general uniform charge for switching from one road to another

within the district limits. A new rate which has been offered by the railroads is not satisfactory, and the matter is now being threshed out by the Chamber of Commerce.

Trade is keeping up very well with the Pittsburgh Lamp, Brass and Glass Co., and all of the plants of this concern are working full time. New lines are in process of production, and the first samples will be placed in the various salesrooms within a few weeks.

A number of new designs in ceiling bowls are being shown by the Jefferson Glass Co., Follansbee, W. Va., in their "Moonstone" glass.

Five lines of light cut vases were shown for the first time this week by the United States Glass Co. There are two styles of cutting. One is a daisy effect, the other a violet.

The Higbee Glass Co., Bridgeville, Pa., continues operations on an extensive scale. All the lines are selling well, particularly the special pieces.

Rapid progress is being made on the improvements at the Monaca plant of the Phoenix Glass Co. Indications point to everything being completed in time to operate when the fires are lighted after the summer shut-down.

James Wilson, of the Tarentum (Pa.) Glass Co., who was in the district last week, says that the company is now interested in the lighting glassware business in addition to its other general lines.

With a capital stock of \$25,000 the Mound City Cut Glass Co. has just been incorporated at Moundville, W. Va. Those at the head of the company are H. E. Burns, T. S. Riggs, C. A. Showacre, N. Z. and T. J. Sullivan, all of Moundville. The plant is already in operation, and the business is to be extended.

The Columbia Tile Co., Grafton, W. Va., whose plant was damaged by fire some months ago, is now in operation manufacturing fruit jars, building tiles, ointment jars, soap dishes, and other specialties.

OBITUARY.

BECOMING suddenly ill while in New York from an attack of appendicitis, J. A. Sanford, an official of the R. Thomas & Sons pottery, East Liverpool, O., was removed to his home and died soon after reaching there. He had been with the firm four years. He was a native of Ware, Mass., and was formerly located in New York.

Thomas Francis Lloyd, eighty-one years old, a creator of pottery of international fame, who fifty years ago gave demonstrations of the art of pottery making before the crowned heads of Europe, died last Thursday at the home of his grandson in Camden, N. J. He was born in England. In 1864 he appeared before Queen Isabella II. of Spain and King Charles XV. of Sweden and showed his method of making pottery, afterward creating special pieces for them. Mr. Lloyd had received awards at the principal expositions. He came to this country in 1888, and located at Baltimore.

Warrick Martin, Chicago representative for the Lippincott Glass Co., died in that city last week. He was a son of Mahon Martin, of Wellsville, O., and a cousin of Mrs. C. C. Thompson, of East Liverpool. At one time Mr. Martin was engaged in business in East Liverpool.

Henry Sampson, well known as a collector of old Chinese porcelains, died last Sunday at his home, 14 West Fifty-eighth street, this city. His efforts were tireless, and in the course of years he assembled a collection of rarities consisting of a thousand pieces, which he sold for \$1,000,000 last January. Among them were some fine single-color specimens, one of the sang de bœuf variety being said to be worth \$50,000, while a little ruby beaker, not more than four inches high, was appraised at \$10,000.

Sir James Wilson Swan, inventor of the first incandescent electric lamp, died in London May 27. He was eighty-six years old and was born in Sunderland, England. After many years spent in experimenting with electric lamps he succeeded in 1879 in solving the problem of producing an incandescent light and thus making possible the general use of electricity for lighting purposes.

FIRE IN THE DISTRICT.

THE new salesrooms of the Consolidated Cut Glass Co. were damaged by fire on Wednesday night. Richard Kohn, president of the concern, together with his employees, left for their homes at 5:30 p.m., and at 5:45 the engineer of the adjoining building at 50 Park Place smelled smoke, which he discovered was issuing from the basement of Mr. Kohn's store. He immediately sent in an alarm.

The fire gained considerable headway in the base-

ment, in which were located two display rooms filled with samples. One room was a total wreck, and a good part of the other was destroyed. The fire ate its way through to the main floor, but was checked before it did much damage.

Mr. Kohn is unable to estimate the damage done, but does not think that the amount of insurance carried will cover the loss.

The fire is supposed to have started from an explosion of gas. Mr. Kohn had complained for some time past about a strong odor of gas in the basement, and had men there on several different occasions to ascertain where it came from, but they were unable to detect the source of the trouble.

COX & LAFFERTY IN ST. LOUIS.

OFFICIAL announcement is made by the Imperial Glass Co., confirming the statement already published, that its completed lines of table and lighting glassware are now displayed at rooms 402-3 Equitable Building, St. Louis, Mo., by Cox & Lafferty. The success achieved by these well-known representatives in this city encouraged them to open up in the West, and not only will St. Louis be benefitted, but everybody in the adjacent territory. M. E. Lafferty is in personal charge. He has been selling the line ever since the first piece was made, and with the full co-operation of the factory Western buyers will have every possible advantage extended to them. In addition to St. Louis the new office will look after the trade in Missouri, Iowa, Oklahoma, Kansas, Kentucky and Tennessee.

ANOTHER NON-REFILLABLE BOTTLE.

THE latest device for making a bottle impossible to refill is the invention of Seth E. Gill, of Brooklyn, who has received patents for it in every country that grants patents.

Mr. Gill's device consists of a porcelain tube with a cork binding about its base. This is inserted into the neck of the bottle, where the cork swells with moisture and holds it fast. Once in, it cannot be removed without breaking, for its upper part is fragile.

It is cast in two halves, each having sockets for the hinges of the two valves. These latter are cast separately. When they and the porcelain ball are put in position and the two halves fitted together they are held firm by the cork socket at the bottom and a ring at the top. When the bottle stands upright the ball and the two valves close every aperture and nothing can be poured in. As soon as the bottle is tilted the pressure of the liquid from below opens the valves and permits the contents to be poured out. An ingenious arrangement on the side opposite to that on which the liquid is being poured admits just enough air to balance the outgoing stream.

CONTINUOUS KILN FOR FIRING POTTERY.

(By ROBERT S. S. BERGH, Consul at Burslem, England.)

THE Econome kiln consists of a circular tunnel having a continuous gap three inches wide in the centre of the roof of the tunnel through which pass twenty-eight hangers. These hangers support twenty-eight platforms on which the baskets holding the ware are placed. The inside of the slot through which the hangers pass is closed as far as possible by a fire-brick cover and the outside of the slot by another fire-brick cover, the edges of which are sealed by being immersed in

and this is placed upon one side of the kiln, and on the opposite side is the charging door for placing in and removing the baskets of ware.

The advantages of the Econome continuous kiln over existing continuous kilns are as follows:

There is no iron-work on the floor of the Econome kiln, and this enables the flues to be carried underneath the floor of the kiln and up the sides. This is a most important point, as it insures a perfectly uniform heat inside of the firing chamber. This uniformity of heat is brought about by the tendency of the hottest air to rise from the heated floor and take the place of the cooler air at the top. In all other continuous kilns



PLACING BASKET OF WARE ON REVOLVING PLATFORM.

sand-filled grooves on either side of the slot. These top and bottom cover-bricks revolve with the baskets and form an airtight and heat-resisting cover for the slot. The twenty-eight hangers carrying the iron platforms on which the kiln baskets are placed pass upward through the slot in the roof of the tunnel, and are attached to an iron superstructure which stands above the kiln. The superstructure is built upon and carried by a central pillar, which revolves upon ball bearings. The whole weight of the superstructure, ware, and baskets being thus carried upon ball bearings, the driving power required to revolve the whole load is thereby reduced to a minimum when fully working. The baskets of ware upon one side of the kiln balance the baskets of ware upon the other side. There is only one firing mouth,

where the flues pass over the top and down the sides a uniform heat is not obtainable, as the hottest air being at the top tends to remain there and is not distributed downwards.

There are no working parts inside the kiln. All working parts are visible from the outside and easily accessible and so situated as to be unaffected by the heat.

The baskets being supported on the platforms have a longer life and can be made much lighter than when slung direct on the hangers by means of hooks on the sides of the baskets, in which case the baskets have to carry the whole weight of the ware, this weight causing them to buckle and collapse after very little usage.

The load being carried from a ball-bearing centre

column the power required to revolve the iron structure fully loaded is very small, being less than one-third the power required by any other continuous kiln.

The Econome kiln will deal with the largest articles, such as ewers and basins, without fear of dunting.

The advantages of the Econome kiln over the ordinary box kilns are:

A basket of ware is passed through the kiln in nine hours, and this saving in time is very important when ware is required urgently.

From actual figures taken from the books of the Empire Porcelain Co., Stoke-on-Trent, the patent circular kiln showed a saving of 130 per cent in fuel over three box kilns and a saving of 300 per cent in repairs, the latter including labor and material in ironwork and brickwork. These figures were taken over periods of three and twelve months respectively.

With the latest improved patented design of firing chamber and iron structure one is able to improve considerably even on this saving. The platforms and hangers have been reconstructed so that they can be instantly removed when brought opposite the charging doors, and this in combination with removable ventilating covers over the three-inch gap in roof of kiln ensures a minimum delay when it is necessary to inspect the firing chamber.

The illustration herewith shows a basket of ware about to be placed on the revolving platform.

For further particulars apply to D. Tilstone, Albion Clay Co., Lonsdale street, Stoke-on-Trent, England.

AT PITTSBURGH

WHOLESALEERS, manufacturers' agents and retail dealers are alike in the expression that trade hereabouts is somewhat dull. In the department stores special sales are being used to stimulate trade. Dealers in lighting glassware, however, appear to be busy, and this condition is reflected at the factories making these lines.

* *

W. W. Lang, resident manager of the Kinney & Levan offices, has returned from a several weeks' trip over his old territory.

* *

Mark Donaldson, salesman for the Homer Laughlin China Co., was here last week. In stature he is the smallest pottery salesman traveling out of the East Liverpool district, but the buyer of one of the largest department stores in the city says: "Mark is the biggest little salesman in the pottery trade."

* *

Jake Kohnfelder, buyer of housefurnishings for the Kaufmann-Baer store, has returned here from a business trip to Chicago.

* *

Traveling salesmen visiting here during the past ten days report a decided apathy in new business. Nevertheless, in a number of instances the sales records

of these men show that for the first five months of the year their sales were ahead of the record for the corresponding term in 1913.

* *

The lines of Kosherack Bros., New York, were shown last week at the Colonial-Annex hotel.

* *

Charles Ellis, with George H. Bowman & Co.'s lines of china and aluminum ware, was at the Colonial-Annex the past week.

* *

Herman Hale, selling agent for several lines of fancy metal goods, spent a week in the district en route to the home office in New York. He had been out since January, traveling as far west as Kansas City, Mo.

CALLS IT "PACK OF LIES."

WHEN the CROCKERY AND GLASS JOURNAL containing the article headed "What Does It All Mean?" reached Col. John N. Taylor, a member of the executive committee of the United States Potters' Association, he immediately wrote to Vice-president William Burgess for an explanation, and received the following message in reply:

"Am just back from Washington, and find your letter. Could obtain nothing from officials in New York, so went direct to the Attorney-General at Washington. He says he was as much surprised as we. Says no truth in foundation for story. Whole thing pack of lies by reporter. He wants denial broadly published."

THE WAY TO GET ON.

INITIATIVE is simply the determination of an alert salesman to do things which are not part of the routine—to do work that he is not told to do, and work which is not cut and dried for him in advance—to seek out opportunities to help the "boss" make a success of his business.

The salesman who does not possess this qualification is on the road that leads nowhere, says "Playthings." He is moving in a circle, and is not advancing. Next to honesty and hard work, initiative is the force that promotes and elevates a man from salesman to manager, to partner, and along with it comes added power and compensation.

How often do you hear a member of a firm say: "Yes, he is a good salesman, but has no initiative." Now, don't you think if that good salesman had initiative he would be doubly valuable to his employers? And can't you almost hear him saying: "I am not paid to do that"?

In every road position there are opportunities to do things which the salesman is not paid to do; and once let a salesman get the initiative habit it is not long before he attracts the attention of the boss.

Analyze your work, Mr. Salesman; study the situation with care; reflect and study your employer's problems as you would your own. Figure how you can increase your value, do things that have not been done before or find a new and better way to do old things, keeping in view the saving of time, money or energy—each a valuable commodity in modern business. There is a way; find it!

Remember: "Opportunity comes to him who seeks it; not to him who merely wishes and waits for it."

BEFORE THE DAWN OF HISTORY.

EGYPT made pottery before the building of the pyramids, since the oldest hieroglyphic writing introduces pictures of earthen vessels.

Pictures of pottery vessels and small pieces of pottery have been found in the tombs of Fourth, Fifth and Sixth Dynasties contemporary with the building of the Great Pyramid, about 2350 B. C. They used the potter's wheel at an early date, as is evidenced from a painting upon the walls of a tomb of a date not far distant from the building of the pyramids.

It is interesting to note that the forming of circular pieces upon a wheel has not advanced much for 4000 years. The potteries of Assyria, Babylonia and Phoenicia had many points in common, but Babylonian pottery was much used for the inscription of history and bits of literature which it was desirable to preserve. There are Babylonian bowls in existence which have their entire surface covered with writings.

In ancient Greece the potter's art reached such perfection that the designs of that period are popular with the potters of the present day, and there never has been a time when they have not to some extent been used for models.

The Greeks admired fine pottery and cultivated it as an art. Superbly decorated vases or amphorae were frequently given as prizes to the victors in the games.

During the Roman era comparatively little progress was made in the development of ceramic art, although a greater amount of manufactured clay was used for utilitarian purposes. Bricks were made in great quantities and tiles for roofing and drainage purposes. These objects had stamps required by law giving the name of the maker, the owner of the clay pit, the consul in power and the date, so that they are of value now for their historic information. An old Roman pottery was discovered in London last May, about twenty feet below the surface. Some workmen were digging a trench when they came upon a number of old Roman tiles, several urns, some bulls' horns and other bits of pottery which had evidently been left there centuries before.

For several centuries after the fall of the Roman empire there was little advance of the ceramic art in Europe, but in the fifteenth century Italy and Germany both began to make progress in the artistic development of the industry and in the sixteenth century some Ital-

ian potters went to France and tried to introduce their art. They had little success, and it was at least a century later before the French potteries became important among the producers of fine wares.

The Limoges pottery, which now produces so much fine china for export, was established in 1757, but its early work had no especial characteristic. The pottery at Sevres has belonged to the French government since 1759. Previous to that the china made there was of soft porcelain alone and is known to collectors as "old Sevres." The modern Sevres is hard porcelain and is unrivaled for the brilliancy of its colors and the delicacy of its execution. For this reason it has become a custom for the French government to use it for presents to royalty.

It is said that there has not been a royal wedding in Europe since 1760 which did not include some Sevres china among the wedding presents.

When King Alphonso of Spain was married he received a Sevres dinner set, and when Alice Roosevelt became Mrs. Nicholas Longworth she was presented with a Sevres tea set. Colonel Roosevelt was the recipient of three Sevres pieces after his trip to Africa, and the coronation present of the French government to King George was a wonderful bisque group.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

to	Shipments week end'g May 9 '14	Correspond- ing period 1913	Exports Jan 1 to May 9, '14	Correspond ing period 1913
Boston	136	246	2370	3392
New York	125	61	3534	3764
Baltimore.....		....	3224	2411
Philadelphia. ...	15	15	913	1100
New Orleans. ..	30	....	478	491
Newport News ..	....	....	37	35
San Francisco ..	54	6	362	482
Portland (Me.).		....	982	1229
Galveston ..	22	....	135	61
Portland (Or.).		..	....	161
Inland Points	....	9	250	326
Total	382	337	12285	13452

From the Freight and Shipping Circular of John Edwards & Co
Liverpool.

to	Shipments week end'g May 9 '14	Correspond- ing period 1913	Exports Jan. 1 to May 9, '14	Correspond ing period 1913
New York	125	61	3731	3839
Boston ..	136	186	2557	3416
Philadelphia. ...	15	15	934	1227
Baltimore ..	....	60	3224	2474
San Francisco ..	54	6	402	486
New Orleans.....	30	....	554	491
Portland (Me.).		....	985	1231
Galveston ...	22		135	61
Newport News ..	....	....	37	35
Portland (Or.)	....		....	169
Inland Points	....	11	104	208
Total	382	339	12663	15637 •

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, MAY 28, 1914.

NEW YORK'S LIABILITY LAW.

THE new law regulating the liability of employers which is to be put in effect July 1 is drastic in the extreme. It differs widely from the laws of other States as the amounts to be paid to the employe for the injuries which he may have sustained, requiring a payment of two-thirds of the average weekly wage if the injury is permanent, or in temporary cases during disability, but not to exceed in the aggregate \$3,500. Certain severe injuries are presumed to constitute permanent disabilities, such as the loss of both hands, both arms, both feet, both legs or both eyes, or any two thereof, and in the cases of temporary disability the law provides for a payment of two thirds of the earning capacity, with a maximum of fifteen dollars and a minimum of five dollars, and a maximum limit of \$3,500. Payment to be made for the following disabilities for the periods mentioned:

- Loss of a thumb, 60 weeks.
- Loss of first finger, 46 weeks.
- Loss of second finger, 30 weeks.
- Loss of third finger, 25 weeks.
- Loss of fourth finger, 15 weeks.
- Loss of great toe, 38 weeks.
- Loss of one of the other toes, 16 weeks.
- Loss of hand, 244 weeks.
- Loss of arm, 312 weeks.
- Loss of foot, 205 weeks.
- Loss of leg, 288 weeks.
- Loss of eye, 228 weeks.

And the permanent loss of the use of the hand, arm, foot, leg or eye shall be considered as equivalent to the loss of the same. In other cases in this class of dis-

ability the compensation shall be two-thirds of the average weekly earning, payable during the continuance of such partial disability, but subject to the reconsideration of the degree of such impairment by the commission.

The above applies to and includes every class of employe, from office boy to confidential clerk, and in case of death extends to widows and children. Note the following:

"Death benefits shall be paid as follows: thirty per cent of the weekly wage for a widow only; ten per cent for children under eighteen years of age—maximum limit of two-thirds, the widow getting thirty per cent for life or if she remarries two years' compensation in a lump sum; for example—if a widow of twenty-five lives until sixty she would be entitled to \$12,600; children two, four and six years of age, respectively, until they attain the age of eighteen years would be entitled to \$5,040, a total of \$17,640; wages in excess of one hundred dollars per month not considered; in addition to this the employer is also liable for medical, surgical or other attendance, nurse, hospital service, medicine, crutches and apparatus which may be required or requested by the employe during sixty days after the injury, which fees and charges shall be subject to regulation by the commission."

So onerous are these provisions on manufacturers that some of them are seriously considering the advisability of eliminating married employes as far as possible. Two or three accidents would be sufficient to put many of them out of business.

PERSONAL.

"HERE'S a state of things." Max Loeb, the well-known crockery merchant of Mexico City, returned from Europe recently to find himself shut out of his country, owing to the troublous times there. He was warned that he would not be allowed to go through the lines and had better not attempt it. New Yorkers appreciate the situation and extend him a hearty welcome to remain here as long as he wishes.

J. J. Hines is back at the New York office after an eight weeks' trip through Western territory. A few weeks hence he will make his annual summer trip to visit the factories.

H. C. Kupper sailed on the "France" Wednesday for his annual trip to the factories which he represents in this city. He was accompanied by his wife. They will not return until some time in the fall.

A. C. Hanes, representing C. Dorflinger & Sons, spent last week in Boston, where he found business very gratifying.

Joseph Maureil, son of the senior partner of L'Union Ceramique, Limoges, who has been in this country giving Justin Tharaud, the concern's American rep-

representative, able assistance, will sail on the "Lorraine" June 3 for a two months' trip to transact business at the factory and incidentally visit his home. This will be Mr. Maureil's first home-going since he came here two years ago.



H. Benedikt will leave Sunday night for a visit to the Smith-Phillips China Co., East Liverpool, and from there will go to Canonsburg, Pa.



Phillip Gussarof, traveling representative for the Weintraub Brass Mfg. Co.'s line of portable lamps, left last week for a two months' trip through the South.



F. C. Reimer and John O'Hare, Western and Eastern representatives respectively for C. L. Dwenger, both returned this week from trips of several months through their territories.



Louis Reizenstein, of Pittsburgh, dropped into New York Monday morning as cheerful as ever. He remained to see H. C. Kupper sail for Europe. All he would say about business was that it was "seasonable."



L. Bernardaud arrived from France last Friday evening for a short stay. He has not been in New York for two years, and saw the new wareroom on Murray street for the first time. It goes without saying that he was pleased, for it is an unusually pretty store.



Leonard Stock, with H. C. Kupper, came home Saturday night from his long trip smilingly happy, having opened a number of new accounts.



P. M. Phillips, Boston representative of S. A. Weller, visited the New York wareroom last week.



S. P. Skinner, who travels New England and New York State for the Manning-Bowman Co., paid his respects to W. S. Mirrieles in the Fifth Avenue Building last Friday.



Albert Rothschild, with Frank & Co., sailed on the Mauretania Tuesday for a visit to the factories to arrange for new goods for the fall trade.



J. K. Wilson returned last Friday from a six weeks' trip through the West with B. Tomby's samples, and expresses satisfaction at the business booked all along the line.



After spending three weeks in Philadelphia and Washington calling on the trade with Bradley & Hubbard's line of portables, O. A. Webber returned to the

New York office on Monday very much encouraged with the condition of business, which he found considerably better than on the same trip last year.



Geo. W. Stuart, with Mitchell, Woodbury Co., Boston, was a New York visitor last week.



Ed. Craig left on Thursday night for a visit to the United States Glass Co.'s factory at Pittsburgh, and incidentally to enjoy the holiday with his relatives.



Richard Briggs, of Boston, sailed Tuesday for Europe on the Mauretania.



Irving Hirschfield, lately of Stern Bros.' china department, this city, has accepted a position as assistant buyer of china, cut glass and bric-a-brac in "The White House" department store, San Francisco, and left for that city last Monday.



Joseph Frechie, Eastern sales manager for the Pittsburgh Lamp, Brass and Glass Co., spent Monday in Philadelphia conferring with Wm. Cunliffe, manager of the concern's office in that city.



W. H. Behringer, buyer for Hess Bros., Allentown, Pa., is a frequent visitor to New York and is always welcome. This week he was doubly welcomed, for he had Miss Phifer, head of the dinnerware department, with him. The lady knows the crockery business thoroughly. Add to this a charming personality, and it is no wonder the department prospers.



Henry Siegel arrived home from Europe on the Olympic Wednesday.



Other buyers in town were P. Johnson, of Chamberlin, Johnson, Du Bose Co., Atlanta; E. M. Neal, of Spurlock-Neal Co., Nashville; F. A. Monte, for G. Fox & Co., Hartford, Conn.; Mr. Burbank, of Burbank; Douglas & Co., Portland, Me.; Mrs. I. McCormick for Lit Bros., Philadelphia; Miss Hoffman, for Howard & Barber, Derby, Conn., and H. H. Tewsley, for J. C. Turnbull Co., Peterboro, Canada.

LETTING UP DURING THE HOT MONTHS.

CLOSING all day Saturday during July and August was inaugurated fourteen years ago by A. Hearn & Son, and is now followed by B. Altman & Co., Lord, & Taylor, and others. Nearly all the wholesale stores close at noon on Saturdays, and now there is a movement on foot to make their business day from 9 to 5 during June, July and August.

BUSINESS BRIEFS.

F. W. Woolworth & Co. will establish a five and ten cent store in Austin, Tex.

* *

The S. S. Kresge Co. opened a five and ten cent store at Lowell, Mass., last week.

* *

T. J. Torrence has sold his crockery establishment in Toledo, O., to Jacob Cook and A. Schan.

* *

A new Kress store is to be opened in Pueblo, Col. This is the 148th store in the United States owned by this company.

* *

The china and glassware stock of the George E. Keith Co., Manchester, Conn., was recently damaged by the cave-in of the store floor.

* *

James A. Allen, who conducts the M. A. Allen & Son crockery store at Holyoke, Mass., has made an assignment for the benefit of his creditors.

* *

Charles W. Ritchie has bought out the three five and ten cent stores at Brownsville, Pa., and vicinity formerly operated by his father, W. C. Ritchie.

* *

Great enthusiasm marked the breaking of ground May 19 for the new pottery to be erected at Mount Clemens, Mich. The mayor of the city presided at the ceremony, and a number of distinguished speakers made addresses.

* *

Emil Fuchs has been appointed receiver for Frank Rosenstein, dealer in glassware and crockery, 452 Grand street. Assets are \$4,500 in stock and accounts. There are fifty creditors, and an offer of settlement at twenty-five cents on the dollar has been made.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending May 26, 1914.

ANTWERP

4 packages glassware.....	Strobel & Wilken Co
12 " ".....	Graham & Zenger
83 " ".....	Miscellaneous Orders
6 " chinaware.....	Strobel & Wilken Co
99 " earthenware.....	Geo Borgfeldt & Co
22 " ".....	Vogt & Dose
169 " ".....	Theodore Haviland & Co
14 " ".....	Haviland & Co
30 " ".....	Koscherak Bros
23 " ".....	L Straus & Sons
8 " ".....	Strobel & Wilken Co
476 " ".....	Miscellaneous Orders
12 " toys...	Strobel & Wilken Co
5 " ".....	F A O Schwartz
16 " ".....	B Illfelder & Co
41 " ".....	G W Travers
185 " ".....	Miscellaneous Orders

BREMEN

84 packages glassware.....	J H Venon
2 " ".....	Geo Borgfeldt & Co
2 " ".....	O O Friedlander
11 " ".....	Samstag & Hilder Bros
6 " ".....	Strobel & Wilken Co
87 " ".....	Miscellaneous Orders
25 " earthenware.....	Geo Borgfeldt & Co
10 " ".....	O Goetz
17 " ".....	B Tomby
67 " ".....	Miscellaneous Orders
19 " chinaware.....	Strobel & Wilken Co
125 " toys.....	Geo Borgfeldt & Co
23 " ".....	G W Travers
21 " ".....	F A O Schwartz
12 " ".....	C B Rouss
85 " ".....	Strobel & Wilken Co
136 " ".....	Miscellaneous Orders

YOKOHAMA

140 packages earthenware.....	Tajimi Co
1,080 " ".....	Moimura Bros
72 " ".....	A A Vantine & Co
453 " ".....	Miscellaneous Orders
86 " toys.....	Japan Import and Export Co
146 " ".....	Miscellaneous Orders

HAMBURG

40 packages glassware.....	M Schaffer Co
46 " ".....	O Goetz
22 " ".....	Strobel & Wilken Co
14 " ".....	Miscellaneous Orders
31 " earthenware.....	Bawo & Dotter
19 " ".....	Koscherak Bros
159 " ".....	F W Woolworth & Co
87 " ".....	C L Dwenger
13 " ".....	Geo Borgfeldt & Co
77 " ".....	Miscellaneous Orders
54 " chinaware.....	Strobel & Wilken Co
6 " ".....	Miscellaneous Orders
38 " toys.....	Geo Borgfeldt & Co
164 " ".....	Strobel & Wilken Co
51 " ".....	Miscellaneous Orders

LIVERPOOL

11 packages toys.....	Strobel & Wilken Co
-----------------------	---------------------

ROTTERDAM

4 packages earthenware.....	L D Bloch & Co
72 " ".....	Miscellaneous Orders
59 " toys.....	B Illfelder & Co
10 " ".....	Samstag & Hilder Bros
55 " ".....	A Steinhart & Bro
70 " ".....	Miscellaneous Orders

SOUTHAMPTON

44 packages earthenware..	Haviland & Abbot Co
4 " ".....	L D Bloch & Co
20 " ".....	J J Hines
6 " ".....	J H Venon
4 " ".....	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

35 packages earthenware.....	Jones, McDuffee & Stratton Co
18 " ".....	Meakin & Ridgway
6 " ".....	Exchange Bank
24 " ".....	The Rowland & Marcellus Co
39 " ".....	Mitchell Woodbury & Co
3 " ".....	Geo Borgfeldt & Co
5 " ".....	P L Carbone
12 " ".....	Adams Express Co
13 " ".....	American Express Co
8 " ".....	Miscellaneous Orders

HAMBURG

1 package chinaware...	Strobel & Wilken Co
1 " glassware.....	" "
18 " toys.....	" "

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

Indications point to the fact that the Chesapeake Pottery at Baltimore, Md., will be placed in operation within the next two months making sanitary ware. Local interests have been negotiating with the owners of the property, and a deal is likely to be consummated at an early date. One or two well-known Pittsburgh men will be interested in the company to be formed to take over this plant, but for the present their names are being withheld. Sanitary pottery specialties will be made under a new process recently perfected.

* *

W. Edward Wells, of the Homer Laughlin China Co., has returned from Charleston, W. Va., where he attended the Republican State Convention. He has been made a member of the State organization as a representative from Hancock County, W. Va.

* *

Since the Hall China Co. started to make fireproof vitreous cooking ware a wonderful specialty business has been developed. New models are constantly being submitted to the firm with the query, "Can you make this?" and a large number are found to be practicable. This specialty has caused the firm to book a lot of business that no other plant in the district has heretofore been in a position to handle.

* *

"The manner in which some of the manufacturing potters have been ordering decals for 1915 has been a surprise to us," said the representative of one of the largest handlers of this line. "The trade is ordering a better class of treatments, and most all of the business so far placed has been for exclusive editions."

* *

The pottery being built at Grafton, W. Va., by the Consolidated Mfg. Co. will employ about 300 people. The making of ware is expected to start within a month or six weeks. A general line is to be placed on the market.

* *

When the wholesale crockery houses in New York and other cities want packers they have the habit of coming to this district and picking up their men.

Homer Franklin, one of the best known packers in this section, is the latest to leave and go to New York in this capacity.

* *

The scarcity of straw is causing worry. Sales are now being made on a basis of \$9.25 to \$10.50 per ton, delivered. In some sections prices range from \$11 to \$12.

* *

Morris Bergman, of New York, was here last week buying for immediate shipment.

* *

The Knowles, Taylor & Knowles Co. are enjoying an excellent business on all their open stock patterns, the plant working to capacity. Orders for staple lines are brisk, while business on decorated goods is said to be unusually heavy. All the salesmen are enjoying a holiday before starting out on their midsummer trips.

* *

The Tritt China Co. of Niles, O., of which Edward J. Owen is now in charge of sales, is making a special feature this season of premium compositions. A number of decorations are being shown on their general line, and the plant, which was recently enlarged, is working to capacity.

* *

The fact that orders are falling off in some sections is no surprise to the trade. It is the season when such a condition is expected. The business up to this has been such that shipments out of this district for the first six months of this year will have established new high records.

* *

George F. Brunt, of this place, has completed the formation of the Brunt Tile Co. and is arranging to take over the Chaseland Pottery, located north of Columbus, O. The electric porcelain pottery here will likely be dismantled.

* *

According to official announcement filed with the Secretary of State at Columbus, O., a few days ago, by the Homer Laughlin China Co., the capital stock of that corporation has been reduced from \$500,000 to \$100,000. The largest holdings of this company are located in West Virginia.

THE "TERMS-MAN."

THERE is a new individual in the modern department store—the "terms-man." He is neither a buyer nor salesman, but an expert in terms and datings. The highly technical nature of his work is described by the "Women's and Infants' Furnisher" as follows:

"The wholesale salesman having completed the taking of an order, leaves his pages for confirmation with the buyer, who transmits them to the merchandise man. The merchandise man (after having probably eliminated from the order the most important things that the buyer bought) passes the order along with his O. K. to the terms-man, who arbitrarily affixes terms and dating in accordance with the rules of his own department.

"When the salesman receives his confirmation he is dismayed to find that his dating and discount of 3, 10, 30 may have been changed to 8, 10, 30, or possibly 8, 10, 60. A call on the buyer elicits the fact that the buyer has nothing to do with the terms. 'That is entirely in the hands of the terms-man.' The only reply vouchsafed to the salesman by the terms-man is: 'These are the regular terms we get, and it would seem to us that our business is of sufficient importance to you that you would not think of haggling over such a small matter as a 5 per cent additional discount or an extra thirty-days' dating.'

"One man who met the situation by saying that he would concede the extra 5 per cent discount by adding 5 per cent to the merchandise, and in that way only, was surprised to receive assent to his proposition; and not only did his first bill go through in that way, but on a subsequent occasion the same thing was repeated, which set him to figuring to see where the purchasing firm derived any profit from such bookkeeping.

"He discovered, therefore, that a bill of goods first sold at \$1,000 with 5 per cent added would be taken into stock as \$1,050. From this the office would take a discount of 8 per cent, \$84, so that only \$966 of capital is actually involved. The buyer marks, say a 50 per cent advance on his \$1,050 worth of goods, \$525, and sells the lot for \$1,575, so that in addition to the \$84 made by the office a merchandise profit of \$609 is made by the department, making a total gross profit of \$693 on a \$1,000 purchase. Now contrast with this a straight \$1,000 purchase, less 3 per cent discount, \$30, meaning a cash outlay of \$970. Add 50 per cent to the invoice prices, making a total of \$1,500, deduct the actual cost, and the merchandise profit is only \$560 on the same transaction that in the other way of figuring nets \$609.

"From the manufacturer's standpoint a 5 per cent merchandise advance does not cover an extra 5 per cent discount, for he is getting actually \$5 less on his \$1,000 sale, or 4 | 10 of 1 per cent; but that is not a killing matter and not big enough in the way of profit to seriously interest the retail merchant. But when by this juggling of discounts on a \$1,000 purchase he can show an extra

profit of \$79 independent of dating one can see that the terms-man may very easily make himself very valuable, not so much at the expense of the courageous manufacturer who refuses to increase his discounts without a compensating advance on his merchandise prices as at the expense of the public, which pays \$1,575 for \$1,500 worth of merchandise.

"How this theory works out is best illustrated by figures. For instance, it is said that a New York firm of retail merchants do an annual business of \$700,000. If by adding 5 per cent advance to the merchandise they buy they could get an additional 5 per cent discount, they would be able to make approximately this extra \$79 on every \$1,500 of the business—a total of \$26,866.

"But the terms-man has another important function, and that is to dictate terms and datings to manufacturers who have not the courage to run their businesses according to their own rules, and every additional 1 per cent or month's dating that by threat, demand or entreaty he can secure for his firm is so much additional profit for the business he serves."

THE IDEAL SHOP—BY A CUSTOMER.

I LIKE to go into a warm shop—not artificially heated, particularly, but heart-heated—a shop where the proprietor is cordial, obliging and cheerful, where the assistants show they are glad to see me, and where I can get good value.

I like to go into a shop where I feel welcome. In some shops I feel like an intruder breaking into a private home.

I like to enter a shop by being invited in by attractive window displays. I can generally spot a good shop by the windows, and I very seldom find that they fail to represent the real quality of the shop.

I like to deal with the shop where I know the assistants work together pleasantly, where they receive proper credit for what they do, and where the proprietor treats them well.

When I go into a shop I like to have the assistants take my complete order, and then collect the articles, wrapping them in as few parcels as possible.

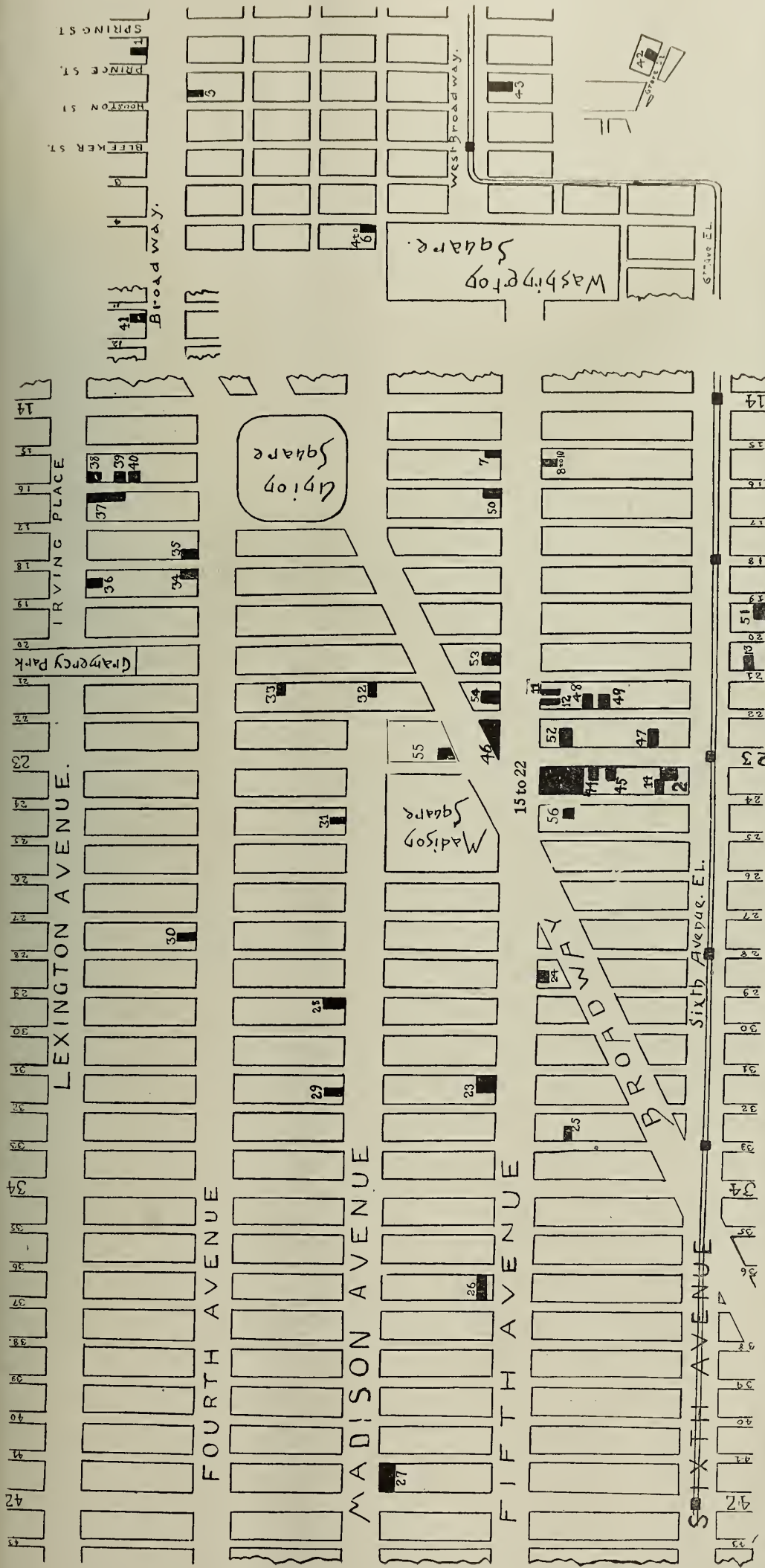
I like a shop where the shelves are clean and where they do not show dusty packages and soiled goods. I always patronise the cleanest shop I can find.

I like to go into a shop where the assistants are anxious to wait on me—where they are desirous of showing me goods, even though I may not make a purchase.

I like a shop where I always get a receipt, for it is the only safe way, and I know that I am getting exactly what I pay for.

When goods are delivered, or I send out after them, I always like to have the shopkeeper send me a receipt, so I may know that I get what I ordered.

The ideal shop is the one possessing all these good qualities, and more.—MODERN RETAILING.



- | | | | | | |
|----|------------------------------------|----|--|----|--|
| 1 | Morimura Bros., 546 Broadway | 39 | Maddock Pottery Co., 120 East 16th | 46 | Crown Novelty Co., Flat Iron Bldg |
| 2 | Strobel & Wilken Co., 65 West 23d | 40 | A L Tuska's Sons & Co., 114 E 16th | 47 | C B & J Warner, 54 W 23d |
| 3 | Tajimi Co., 597 Broadway | 41 | Herman Halle, 810 Broadway | 48 | United Cut Glass Co., S W 22d |
| 4 | A Gredelue, 43 West 4th | 42 | John E Rohrbeck, 52 Grove | 49 | Max Herbert & Co., S W 22d |
| 5 | Meakin & Ridgway, 43 West 4th | 43 | Abels & Co., 460 West Broadway | 50 | Dunn Sales Co., 10 W 22d |
| 6 | H C Edmiston, 43 West 4th | 44 | Pittsburgh Lamp, Brass & Glass Co.,
23 West 23d | 51 | Fondeville & Van Idersine, 85 Fifth av |
| 7 | B Tomby, 75 Fifth ave | 45 | C F Monroe Co., 23 West 23d | 52 | Lazarus & Rosenfeld, 14 W 23d |
| 8 | J H Venon, 104 Fifth ave | 46 | F W Reichenbacher, 23 W 23d | 53 | Rowland & Marsellus Co., 139 5th av |
| 9 | W S Picairn, 104 Fifth ave | 47 | Stewart Cut Glass Co., 23 W 23d | 54 | L D Bloch & Co., 157 Fifth av |
| 10 | Graham & Zenger, 104 Fifth ave | 48 | William M Warren, 23 W 23d | 55 | John A Nelson Co., 24 E 23d |
| 11 | Crouch & Fitzgerald, 154 Fifth ave | 49 | E Boote, 35 W 23d | 56 | Novelty Basket Mfg Co., 24 E 23d |
| 12 | Weintraub Brass Co., 164 Fifth ave | 50 | S Herbert Cut Glass Co., 35 W 23d | | Thos B Campbell & Co., 24 E 23d |
| 13 | Iroquois China Co., 156 Fifth ave | 51 | Shotton Cut Glass Co., 35 W 23d | | W D Finke, 7 W 24th |
| 14 | Straus-Hohenstein Co., 132 W 21st | 52 | E R Thielier, 35 W 23d st | | |
| 15 | American Art Glass Co., 36 W 24th | 53 | E Torltinger, 35 W 23d | | |

For descriptions of lines carried, see cards in "Uptown Directory," page 28.

FOREIGN TRADE OPPORTUNITIES.

A COMMISSION merchant in an important trade center of the Near East desires to receive catalogues and prices of electric lamps of all kinds. Prices must be quoted c. i. f. certain city, and correspondence should be in French. Terms, half cash with order, balance against documents. Address 13094, Bureau of Commerce, Washington, D. C.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

HELP WANTED.

OLD established firm, manufacturers of light cut glassware, want representatives who have years of experience with cut glass and good connections, to handle their lines on commission in the following territory: St. Louis, New Orleans, Southern States, San Francisco, Seattle, Minneapolis and Northwestern States. Address Box 900, this office.

WANTED—A good, live representative for New York State and city, also Philadelphia and Pennsylvania, to handle our lines on commission, by well-established manufacturers of light cut glassware. Must be well known among the trade and have good business following. Address Box 901, this office.

SITUATIONS WANTED.

WANTED—Position in a glass factory to make high art ornamental glass by a young Austrian. Has own recipe for glass and does his own designing. Fifteen years' experience. Address J. BALDA, 232 East Fifty-first St., New York.

BUSINESS OPPORTUNITIES.

ACCOUNTS WANTED.—Glassware or crockery for New York State or adjoining territory, outside of New York city, on commission, by experienced, sober salesman who wishes to arrange for stronger line. Desires especially bar line of blown goods. Address Box A-906, this office.

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FONDEVILLE & VAN IDERSTINE
 HAVE REMOVED TO
 85 FIFTH AVENUE, NEW YORK.
 Corner Sixteenth St.

Etablissements Guerin & Co.

Wm. Guerin & Co.
 J. Pouyat & Co.

LIMOGES,
 FRANCE.

In our

HOTEL LINE

Entirely new shapes and underglaze decorations.

33 PARK PLACE, NEW YORK.



Ahrenfeldt Limoges China

AND

Schierholz Art China.

The two foremost makes in their respective fields.

Moderate Prices.

Prompt Deliveries.

Herman C. Kupper,

Importer.

52 Murray Street, New York.





CROCKERY and GLASS JOURNAL

NEW YORK, JUNE 4, 1914.

THE CONDITION OF BUSINESS.

New York Conditions in the trade are fast assuming the usual dullness that is inevitable at this time of year, and which quite naturally comes without disappointment on the part of the agents and manufacturers.

Owing to the holiday, the last few days of the past week were more quiet than usual, as the buyers who were in the city wanted to get home, and preparations to spend the week-end out of town by a great many of the dealers here interfered with orders that might have otherwise been given.

With what business there is, a rather peculiar state of affairs exists that tends to keep the agents guessing as to just where they stand. In other words, it is what might be called spasmodic. Things will brighten up considerably for a few days; then drop off again. However, it is pretty generally conceded that at the end of the summer season it will figure up satisfactorily.

The traveling representatives of the different houses are nearly all back, and the number of mail orders received is about the same as usual for this time of the year.

Naturally, few import orders are being taken now, and nearly all the importers are closing out their samples. They are offering some excellent opportunities to the retailers, a great many of whom no doubt will be glad to avail themselves of the attractive prices and the immediate delivery.

The local glassware agents feel somewhat encouraged by a slight increase in the number of orders received, albeit buyers do not show any tendency to make them any larger than they have for some time past; in

fact, any change in that respect is not looked for now until fall orders are placed, as they are reducing their stocks as much as possible before inventories are taken next month. In view of the fact that for months past retailers have been ordering only just enough to carry them along, their stocks must be much lower than usual; and taking this into consideration manufacturers and agents alike are very optimistic regarding the outlook for a decided improvement later on.

Business with the lamp manufacturers shows little change, and they do not look for marked improvement now until the beginning of the regular buying season in July. The new samples are beginning to arrive, and if beautiful designs and new effects have any bearing upon conditions the coming season should be a profitable one.

Aside from the summer resort business, which is rather active now, the same quiet condition exists with the Japanese goods houses.

Pittsburgh and Vicinity

It is generally admitted that the glass trade has shown more or less apathy during the spring months, but the "turn of the road" has now been reached. Many cutting shops are working full time, and the demand for general lines is a little more pronounced. Lighting lines are quite active, and the plants making them are working to capacity.

East Liverpool and Vicinity

A slight falling off in new business during the past week was not unexpected by the Western pottery manufacturers, being quite natural for the season. There still remains on the order files more or

less unfilled business that will take from one to two months or more to clean up. In the meantime new specifications will arrive, so that the potteries will be actively engaged throughout the season.

SAN FRANCISCO AND THE COAST.

THE wholesalers report fairly good orders coming in from their travelers, who are all out, and a normal mail order demand, while special sales in the retail stores have helped to keep up interest the past week.

After spending two weeks in the San Francisco Bay district, Robert Howard Smith, representing S. A. Weller, left for Los Angeles.

Sylvester A. Baker, Coast manager for the Macbeth-Evans Glass Co., has returned from a trip south as far as San Diego, and expects to go north at an early date.

Nelson A. Ranschoff, vice-president of the Kronheimer & Oldenbusch Co., Brooklyn, N. Y., was calling on the local trade last week.

Samples of the Pittsburgh Lamp, Brass and Glass Co.'s new line of electric shades in imitation silk effect are awaited with considerable interest at the local sample rooms, as last year's similar line met with very good success in this territory.

Dudley Smith, of the local force of the Plume & Atwood Mfg. Co., is in the country recuperating from an attack of pneumonia which confined him to a hospital here for several days. Geo. A. Boomer returned last week from Los Angeles, and reports having done a better business there on this trip than on several previous visits. He plans to go north for three weeks, which will give him only a short stay at headquarters here before leaving for the East in July.

Henry R. Shirley, representing Maddock & Miller, showed his samples at the Palace Hotel last week.

M. L. Weil, Coast representative of A. C. McClurg & Co., is receiving his holiday lines, and expects to have them all on display next week. A special feature will be made of character dolls.

A. P. McPherson, representing the Knowles, Taylor & Knowles Co., left for the Northwest after spending several days here.

F. L. Merrick is calling on the trade in the interest of the Bradley & Hubbard Mfg. Co. and from here will proceed to Los Angeles.

The E. W. Reynolds Co., wholesaler of cut glass, jewelry, etc., in Los Angeles, has leased the entire third

floor and basement of the new Metropolitan building at Broadway and Fifth street for a term of ten years at a rental approximating \$130,000, and will occupy the new location before July 1.

The Emporium is conducting a special sale of hand-painted china which Paul D. Partridge, manager of the department, says is starting off in good shape.

F. W. Dohrmann, Sr., head of the extensive Dohrmann crockery and glass interests, is recovering from an operation last week at a local hospital.

Arthur B. Morris, traveler for the cut glass and silverware department of the A. W. Pike Co., has returned to headquarters after a trip through the interior of the State. He will go south on his next trip.

Hale Bros. presented an extensive showing of cut glass the past week in conjunction with a wedding scene in an adjoining window. J. Lee Richards, buyer of crockery and glass for this store, reports a satisfactory spring business.

Mr. Emerson, buyer for Bullock's household department in Los Angeles, is spending a vacation on his ranch for the benefit of his health.

Bids will be opened June 10 at the office of the Depot Quartermaster, 1,036 North Point street, for soup dishes, butter dishes, bottles for castors, butter chips and pickle dishes for the army.

Fire last week destroyed the new Seligman building at 631-35 S. Grand avenue, Los Angeles, and resulted in a loss estimated at \$70,000 on the stock of electrical fixtures owned by the Meyberg Co. of that city and San Francisco.

FELDSPAR PRODUCTION BREAKS RECORD.

THE production of feldspar in the United States in 1913 was 118,932 short tons, valued at \$771,501, according to F. J. Katz, of the United States Geological Survey. Both in quantity and value this was the largest recorded annual production. Each important producing State, California, Connecticut, Maine, Maryland, New York, North Carolina, and Pennsylvania, showed an increase in both tonnage and value of output. Notwithstanding the increase in quantity and the production from new sources the total value and the average value per ton were higher than in any other year. The average value per ton of the combined crude and ground output was about 25 cents more than in the best preceding year (1911). The prevailing prices f. o. b. quarries for crude material were about \$3.25 a ton, which was the same as in previous years. The average value of ground feldspar f. o. b. mills was about \$8.30, and the prevailing prices for ground spar were considerably higher—10 to 12½ per cent—than in recent years.

THE METROPOLITAN MARKET

An innovation with the Fostoria Glass Co. being shown by Salesmanager John Nixon is a line of stemware and tumblers in opal glass in particularly good shapes. Harmonizing with the rich, blue-white glass is a hand-painted bluebird decoration which is given a wide-band effect by means of a hair line in the same shade. Another new production is an assortment of crystal tumblers showing a wide frosted band with hand-painted rose and poinsetta patterns.

The samples from the Irving Cut Glass Co. show up to better advantage than ever in the new uptown showroom of F. W. Reichenbacher, local representative of the line. The various new patterns that were brought out this season have taken well with the trade, especially the three-leaf clover design, which is a particular favorite. The constant addition of new articles make the display always a source of interest to the buyer.

The success attained by the Duncan & Miller Glass Co.'s line of silver band Old English optic table glassware has proved so emphatic that they are adding new pieces from time to time, with the view of making it as complete a line as any on the market. The latest addition now being shown by their local agent, Paul Joseph, is a tumbler and a covered marmalade or jam jar, both showing the same good taste that characterizes the line throughout.

A. P. Doctor has just put on show a new line of stemware, tumblers, etc., from the Central Glass Works which gives every indication of enjoying a long reign of popularity. It is extremely artistic in both shape and ornamentation, the latter being a beautifully executed deep plate etched pattern that is exceedingly quaint.

Julius Palme is now fully settled in his attractive new showrooms, 44 Murray street, where he has the advantage of more space, a more convenient location, and greatly improved surroundings and facilities for dis-

playing his lines of imported glass services, art glassware, pottery, hotel and bar glassware and fancy china, the samples of which have been tastefully arranged on two spacious, well-lighted and prettily-decorated floors, leaving still another floor for stock. An extensive showing of fancy glassware, table and bar goods, dinnerware, etc., occupies the first floor, together with a line of Hungarian bungalow ware from one of the oldest established potteries. The second floor is given over to fancy china, hotel specialties and closeouts

The John A. Nelson Co., Inc., are making a line of many attractions in which splendid values are represented and are showing some original conceptions in floral and mitre cuttings at their new showrooms, 2 and 4 East Twenty-third street, that merit the highest praise. Special sale items and assortments are a strong feature with the concern. Among their newest achievements are two leaders—one an odd, oblong orange bowl and the other a celery canoe, both in their popular triangular rose and mitre cutting.

Bawo & Dotter are now closing out their import samples, comprising one of the most complete assortments ever assembled by the concern. Every department is replete with novelties that will offer valuable suggestions to the buyer.

One of the most recent lines to be brought out by the United States Glass Co. is known as No. 327, consisting of almost everything in stemware in a pretty light cut grape pattern on very graceful and practical shapes. It is unusually reasonable in price.

The Fenton Art Glass Co. is the latest to add lighting glassware to its line. Theodore Frankel, the local agent, is now displaying the first lot of samples, which comprise an excellent assortment of electric shower shades in opal, iridescent, gold and other colors in what the concern styles "Lumnia" glass.

JOTTINGS FROM BOSTON.

BUYERS have improved the opportunity afforded by the fine weather of the week to visit Boston in considerable numbers. Several late orders of considerable size have been booked from hotels in the mountains and at the seashore, and the stores are stocking up on summer goods in preparation for the expected rush of summer visitors. The city stores are running "on an even keel," so to speak, as far as business is concerned. Here are some of the buyers who helped to keep things moving this week: George L. Lincoln, of the George L. Lincoln Furniture Co., Concord, N. H.; W. H. Dwyer, Haverhill; Mr. De Nevers, of the De Nevers Furniture Co., Central Falls, R. I.; George M. Turner, W. G. Brown & Co., Gloucester; George F. Scott, Clinton; Mr. Whipple, of Eaton & Whipple, Fitchburg.

Frank H. Gallagher, traveling representative of the Sterling Glass Co., Cincinnati, has been displaying his goods at Young's Hotel this week.

Several new automobiles have been bought within a few days by men in the crockery and glass trade, but their modesty is such that the writer refrains from mentioning their names. Some of them may be identified by puffy blisters on their hands.

Vacation schedules are being arranged in the department stores and the employees are looking up guide books with considerable interest.

Thomas Smallwood, representing Haviland & Abbot, New York, has been at the Parker House with his line of samples this week.

W. J. McKenna, traveling for the Wayne Cut Glass Co., had his samples on display at the Parker House for a few days.

The W. & A. Bacon Co., is making elaborate plans for its one hundredth anniversary sale and has put out attractive posters showing the store of 1814 and that of 1914, illustrating the great differences in the methods of catering to shoppers to-day from what they were a century ago. It is claimed that this is the first American department store to observe its one hundredth year in business. Harry Hollander has prepared a special sale in the china and glass department in honor of the occasion.

The many friends in the trade of Gardner Brewer, the well-known Burlington, Vt., storekeeper, will hear with deep regret of his serious illness. The latest report is to the effect that he is holding his own. Mr. Brewer is suffering from nervous trouble arising as a complication from pneumonia.

Despite sensational stories to the contrary, Monday's fire at the plant of A. H. Hews & Co., in North Cambridge, did comparatively little damage outside of

the loss on the building. J. B. Hall, executive head of the plant, says that the burned building was only a storage warehouse containing lumber for headings for barrels and packing cases and a very small amount of old stock—not more than a few hundred dollars' worth altogether. The structure and contents were valued at between \$8,000 and \$10,000 and were fully covered by insurance. Plans have already been made for rebuilding.

Jordan-Marsh Co. began on Monday to close at 5 p.m. every day, except Saturdays, until October 1, and on Saturdays from June 20 to September 12 inclusive will shut its doors at 1 p.m.

One of the new incorporations is the Harvard Watch and Jewelry shop, at Cambridge, which will carry china and glass specialties also. Its capital is \$50,000 and the incorporators are Leavitt C. Parsons and Franklin F. Phillips, Jr.

Referee Olmstead of the Bankruptcy Court was sustained this week by Judge Morton of the Federal District in his order to the trustees of the Henry Siegel Co. to pay the second dividend of ten per cent to unsecured creditors. The dividend will amount to about \$135,000.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

to	Shipments week end'g May 16 '14	Correspond- ing period 1913	Exports Jan 1 to May 16, '14	Correspond- ing period 1913
Boston	143	109	2513	3501
New York	224	154	3758	3913
Baltimore	206	146	3430	2554
Philadelphia. ...	91	10	1004	1110
New Orleans. ..	18	3	496	494
Newport News ..	12	...	49	35
San Francisco ..	37	20	399	502
Portland (Me.).		...	982	1229
Galveston	59	...	194	61
Portland (Or.).		...	...	161
Inland Points	5	10	255	336
Total	795	452	13080	13904

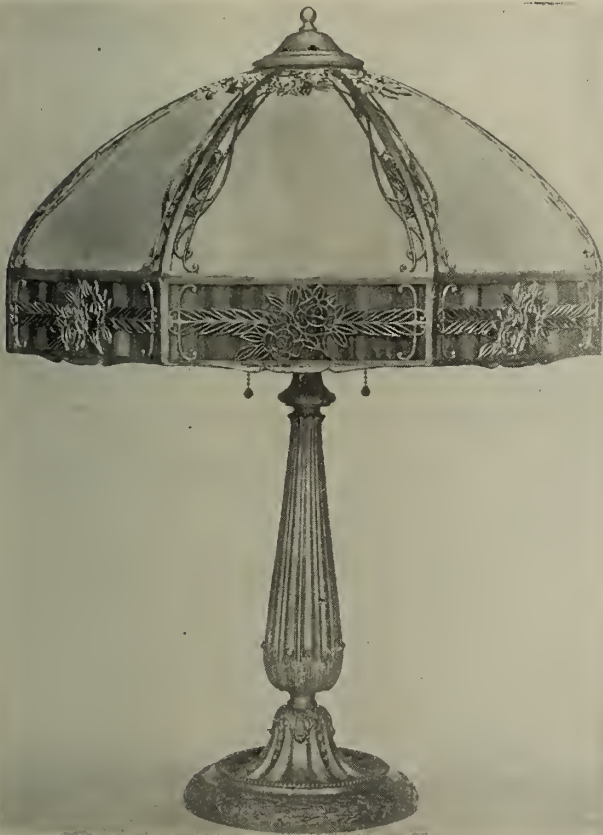
From the Freight and Shipping Circular of John Edwards & Co
Liverpool.

to	Shipments week end'g May 16, '14	Correspond- ing period 1913	Exports Jan. 1 to May 16 '14	Correspond- ing period 1913
New York	224	154	3955	3993
Boston	143	109	2700	3225
Philadelphia. ...	91	10	1025	1237
Baltimore	206	146	3430	2620
San Francisco ..	37	20	439	506
New Orleans.	18	3	572	494
Portland (Me.) ..		2	985	1233
Galveston	59	...	194	61
Newport News. ...	30	...	67	35
Portland (Or.) ..	...	...	...	169
Inland Points...	5	6	109	214
Total..	813	450	13476	14087

Illuminating Devices.

Hanging, Stand and Portable Lamps; Lighting Glassware, indirect and semi-indirect; Domes, Shades, etc.

In the Pairpoint Corporation's local display of electric portables a decided departure from their usual style is noticeable. Instead of the metal standard, a



BY THE CHARLES PARKER CO.

hand-decorated porcelain base to match the glass shade is used, making a most pleasing combination. The decorations consist of well-executed floral, landscape and marine scenes in exquisite colors.

A further addition to the Takito, Ogawa & Co. stock being shown by Cox & Lafferty is a line of Japanese candle shades that are quite fascinating in both shape and design.

In keeping with their usual up-to-the-minute policy, the Consolidated Lamp and Glass Co. have just brought out a semi-indirect bowl exclusively for use with the new nitrogen lamp recently put on the market.

The new bowl is particularly attractive in both design and shape, and admirably serves the purpose of reducing the trying, strong glare without making any material difference in efficiency of the light.

Wm. R. Noe & Sons are showing an array of imported shower shades and semi-indirect bowls, some of which are decidedly unusual. Attractive items in the concern's "Frostillia" glass, including some special offerings, are of exceptional interest.

A feature of Bawo & Dotter's lamp department that is attracting a good deal of attention at this time is a fascinating array of cretonne shades in various sizes and in a great variety of patterns from the concern's own factory. Some beautiful patterns and odd colorings are shown.

New goods continue to arrive from the Pittsburgh Lamp, Brass and Glass Co. The most extensive line in the history of the concern will be displayed, and an increase of fully twenty-five per cent more than was shown at their downtown salesroom.

C. A. Holbrook, New York representative of Edward Miller & Co., has received some advance samples



BY THE CONSOLIDATED LAMP AND GLASS CO.

of the new fall line, but is not quite ready to show them. It will pay dealers to wait, however. They have turned

out some fine things in their day, but nothing that can approach the new designs.

Gudeman & Co., manufacturers of lamps and shades, have leased for two years the ninth floor of 19-21 West Thirty-sixth street.

The Imperial Art Glass and Lamp Works removed this week to their new uptown factory and salesroom, 205-9 West Nineteenth street, where they are making rapid progress in getting to rights.

MORIMURA EMPLOYEES' OUTING.

THE employees of Morimura Bros. are making elaborate preparations for their annual outing, to be held at Duer's Park, Whitestone Landing, L. I., on Saturday, June 13. The steamer Nassau, which has been engaged for the occasion, will start from Pier 8, foot of Wall street, at 12:30.

This is always a most enjoyable affair, and this year's is expected to be better than ever. Good music and numerous athletic events are promised, including a nine-inning baseball game.

MARCH IMPORTS.

THE imports of crockery for the month of March, published elsewhere in this issue, show that there was a falling off from Great Britain of \$33,194 compared with 1913. Austria and Germany combined sent us \$36,258 more than in 1913. France forwarded \$13,377 less than in the corresponding month of last year, while Japan sent \$2,432 more. For the nine months ending March there was a gain in the total of \$385,168 over last year. France contributed \$34,355 of this gain, Germany and Austria \$175,996, and Japan \$138,244. England fell off \$5,472 for the nine months, while "other countries" gained \$39,885.

COMPENSATION LAW DATA.

THE State Workmen's Compensation Commission has sent a circular to manufacturers calling attention to the new law which goes into effect July 1, and asking them to make preparation for complying with it.

Three courses are open to them. They may insure employees in the State Compensation Fund; may insure them in any stock corporation or mutual association authorized to transact such business in this State, or may give the commission proof of their financial ability and deposit securities to the amount the commission may demand.

The commission points out that they may charge only the lowest possible premium in the State fund, and that if there should be any surplus it is authorized to distribute it among employers doing business with the fund, provided that the amount of compensation paid to the employes of any manufacturer is not in excess of the premiums he has paid to cover them.

To facilitate its work the commission has called upon each employer to fill blanks giving all information needed. Such information is to be treated as confidential.

FRANCE WILL EXHIBIT.

THE Limoges Chamber of Commerce, which hitherto had been actively opposing official French participation in the Panama-Pacific Exposition at San Francisco, owing to the undervaluation suits brought by the American Treasury Department, has now changed its mind and has sent to the Ministry of Commerce and to the Foreign Office an expression of the hope that the French Parliament would vote an appropriation for French representation at San Francisco. It was requested that the question should not be delayed or obscured by the Limoges controversy.

The Chamber of Commerce points out that six French exporting houses have already obtained recognition from the United States Government of the justice of their contentions and that others are convinced they will be treated with consideration.

A GIANT TEAPOT.

A DISCUSSION was recently started in England by one of the daily papers regarding the largest jug in existence. It described and reproduced the photograph of what is believed to be the largest one ever made in England and which required two men to carry.

Immediately upon the publication of this article many other claimants as being the possessors of or knowing of a larger jug cropped up, and each of their claims, together with descriptions of the jugs, was published in "The Pottery Gazette." However, the first one still holds the honor of being the largest, and according to a well-informed curator it was manufactured at the Dale Hall Works in connection with the Peace Rejoicings of 1856. The dimensions are from base to lip twenty-seven inches and at its widest part it is fifty-five inches in circumference.

As yet there has been no one in this country to refute the statement that the jug in question is not the largest in existence. But an immense teapot from the Alfred Meakin pottery on show in the salesrooms of Hugh C. Edmiston, the American representative of the concern, is a great deal larger than the jug in question, being thirty-six inches high, including cover, and sixty-

six inches in circumference, including spout. Before Mr. Meakin's death he presented several of these to different large customers of the concern, and there are perhaps two or three others in this country besides the one that Mr. Edmiston has.

CULTIVATING THE HELLENIC SPIRIT.

VASES made as they were in Greece twenty-five centuries ago are being produced by the Class in Ceramics, Department of Fine and Industrial Arts, University of Pittsburgh. Red clay exactly like that used

used, the coils being welded together with "slip." While still moist the designs were painted, and the ware then fired at a low temperature.

The Department of Fine and Industrial Arts was established two years ago for the training and preparation of teachers, supervisors and directors in these fields.

THE BEST CLERK.

THE best clerk in your store is not necessarily that clerk who sells the most goods. Clerks are hired to sell goods, but they must also be expected to do



UPPER PICTURE—PROF. L. L. WINSLOW, OF THE DEPARTMENT OF INDUSTRIAL ARTS, UNIVERSITY OF PITTSBURGH, INSTRUCTING A CLASS IN CERAMICS.
LOWER—SAMPLES OF THE STUDENTS' WORK.

Courtesy of Pittsburgh Post.

by the Greeks is employed, and the decoration is done in black silhouette. Under direction of Prof. L. L. Winslow the students are producing remarkable wares. No student is permitted to copy a Greek vase; but Grecian proportions and contours are used throughout. Each works out his own design, trying as best he can to illustrate a myth or a scene taken from the life of a god or a hero. In addition to acquiring skill and appreciation of the beautiful, a knowledge of history is thus gained.

Before starting on the Greek vases the class spent considerable time in studying and making Indian pottery. Clay such as was employed by the Indians was

other things besides. We must not grade our clerks by the quantity they sell. It is best to grade the quality of their salesmanship, says a writer in "Playthings." Measuring things by quantity instead of by quality warps our judgment, and must be avoided if we shall arrive at a just estimate.

One clerk can sell fifty dollars a day, and in doing so make it certain that ten per cent of his customers will never enter the store again. Another clerk can sell thirty-five dollars a day, and make it sure that every customer he waited upon will come back again, and be glad to come. One clerk builds up the business, but does not sell so many goods. The other clerk tears

down the business, but sells more goods. The one who sells the most goods lives at the expense of the other. Eliminate the clerk who builds up the business but falls short in his daily sales, and the other will find that he has been put out of his job automatically—because the time will come when the store will not have enough trade to support him.

Some clerks have the knack of overselling their customers—of selling them more than they intended to buy when they came to the store, and of selling them more than they really ought to buy—and such clerks are usually valued very highly. Yet, such clerks may be surely undermining the good-will of the business.

The best clerk as a rule will prove to be that clerk who can see the best interest of the customer, and keep that best interest always in mind.

We do not think there can be a doubt but that the best interest of the customer is also the best interest of the store.

To measure a clerk solely by the goods he sells is to grade him superficially, and overlook his intrinsic value.

It will be well for the clerk to ask: "What class am I in?"

SALESMEN'S ASSOCIATION OUTING.

MORE than ordinary interest is being shown in this season's affair. It is quite certain that all who attended last year will be on hand this time, together with a host of others, if one may judge from the present demand for tickets.

Several additional gifts of prizes have been received this week. Marc Lester donates a handsome traveling bag, and Jos. M. Cosgrove a bath spray. It looks as though there would be an array of prizes well worth trying for.

Further arrangements will be made at a committee meeting to be called by Chairman Endemann next week.

THE "SOLDIERING" PROBLEM, WITH A REMEDY.

THE question of "soldiering"—shirking work and idling on the part of employes—is a problem that every employer who carries a pay roll of any proportions has constantly to face. That "soldiering" exists in any plant where a large number of employes are engaged cannot be disputed. How to prevent it, how to stimulate employes to turn out an honest day's work for an honest day's wage, is the perplexing point.

As any manufacturer knows, labor is the principal element of cost in almost every variety of commercial work. In some lines of manufacturing it amounts to fifty and sixty and even eighty per cent of the entire cost of production. In office work the labor is the total cost, while in selling the finished production it amounts

to from three to fifty per cent of the article sold. Hence it will readily be seen that the necessity of getting the full quota of work from each employe is of vital importance to the employer who would have a balance on the right side of the ledger at the end of the year.

"Soldiering" is one of the biggest leaks in the modern plant. Not only does the slow worker waste his time, but he impedes the work of his associates, and should five or six employes waste, say, one-fifth or one-sixth of their time, it becomes necessary to employ an additional laborer, and that means the installation of another machine and additional floor space, light, heat and record work in the office.

In speaking of this demoralizing practice a prominent employer of Chicago—a man whose pay roll carries thousands of names—recently expressed the opinion that the most efficient remedy for this commercial disease, if it may so be termed, was to offer a reward. Make the employes profit sharers with the employers, thus holding out to them all through the year the hope of a reward for conscientious endeavor and loyal work. His corporation at the close of each year divides the profit with all employes who have been with the company for more than two years. To insure fairness and to make the scheme practical a weekly record of each employe is kept and at the end of the year the heads of the house can at a glance tell just what each man has done each week. This weekly report system shows just how much work and what character of work is done. The manager of each department sees this report each week, it is then examined by the general manager, and finally reaches the officers of the concern. In this way the house is able to keep close track of all its employes. Should one fall below the standard set by his fellow employes' report he is admonished by his chief. Should he make a poor showing three weeks in succession he is discharged, but he is always warned three times, however, before his services are dispensed with. The knowledge on the part of the employes that their superiors are thoroughly posted as to the standing with the house stimulates the ambitious and painstaking men and also serves as a prod to the slothful.

Another remedy offered, and said to be efficient, is to keep so much work ahead of your employes that their minds are always bent on getting through their present task and beginning on the next. They have neither time nor inclination to "soldier."

In a plant where a large force of men is at work one of the simplest and most efficacious methods of preventing waste of time is to keep a record of each man's time and work, and compare these. Like the old "trapping" system of the little log schoolhouse, where lads were graded by the number of times they had worked their way from the foot to the head of their class, workmen may be graded in a factory. If eighty-five per cent of the men can do a certain amount of work in a certain time, the other fifteen per cent should, or the employer should get men who could and would willingly do it.—AMERICAN INDUSTRIES.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

It was reported in the district this week that a new glass factory making a general line will be built at Cumberland, Md., during the coming summer, and that its management will be in the hands of Thomas Dugan, formerly with the Dugan Glass Co., Indiana, Pa.

"We have been exceedingly busy this season," said Secretary C. W. Klein, of the Co-operative Flint Glass Co., Beaver Falls, Pa. "Since May 15, however, business has been only fair." During the summer shut-down the company will make a number of improvements to the factory, and as soon as the molds are completed several new items will be presented to the trade.

Within a few weeks the lighting fixtures contract for the new Masonic Temple in this city will be awarded. Sketches are now being considered by the building committee, and considerable interest is being manifested by the trade as to what concern will secure the contract. It will be the heaviest awarded in the Pittsburgh district this season.

Edward T. W. Craig, manager of the New York office of the United States Glass Co., spent a brief season at the home office late last week. He received a warm welcome, it being his first visit here since going to New York.

Herman Plaut, of New York, one of the board of directors of the Ripley Glass Co., Connellsville, Pa., spent a few days here last week. The Ripley plant is working strong on lighting glassware, and is reported to be gradually discontinuing many lines of pressed goods it formerly manufactured.

Samuel Kinney, of the Economy Tumbler Co. sales force, was here for a few days last week, coming up from Rochester, Pa., his former home, where he had been visiting. He reports business at the plant good, and that indications point to a very busy year.

A new furnace is being built at the plant of the H. C. Fry Glass Co., Rochester Pa. The new \$25,000

office and sample rooms have just been finished. Every item made at this plant is now displayed in a most attractive manner in these new sample rooms. New goods in cut tableware and blown stemware are being shown. Business conditions with this company are pronounced from fair to moderate.

A good demand is reported to exist just now for packing and display jars. Some liberal orders have been placed, and shipments are wanted in a hurry.

The Imperial Glass Co., Bellaire, O., are repairing their twelve-ring tank furnace, and as soon as the changes are made it will be placed in operation. A large line of "Imperial" open stock table glass, Colonial style, high quality, and consisting of over 150 pieces, has just been placed before the trade. In order to properly take care of its increasing business the Imperial will build another furnace, soon, and will also erect a large warehouse and install a new cutting shop.

A novelty in the lighting glassware line is from the Consolidated Lamp and Glass Co. It is in the form of an upright covered urn, to be used for either wall or bureau lighting. The soft floral treatments, which are both exterior and interior, are a decided innovation.

A. J. Smith, of the McKee Glass Co., Jeannette, Pa., while here last week said that the cutting shops at this plant were working to capacity. The factory is also working full on general lines.

After an idleness lasting about a fortnight the plant of the Tarentum Glass Co. has resumed work in full.

The Findlay Clay Products Co. have had plans prepared for the erection of four additional kilns and a new warehouse at their works at Washington, Pa.

The Deidrick Glass Co., has been incorporated at Monaca, Pa., with a capital of \$30,000. The incorporators are Marvin C. Wallover, J. Imbrie Martin, H. W. Deidrick and Joseph S. Edwards.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JUNE 4, 1914.

THAT CLUTTERED-UP DESK.

UNDER the above caption we published some time ago an editorial which attracted unusual attention. It has been commented upon all over the country, and now a friend who followed the hints it contained, and profited by doing so, requests us to republish the article in the hope that others may see the advantage of having a clear desk. He had been engaged in a business transaction involving much correspondence. The matter dragged, and finally he called on the other party to straighten the thing out. He found the latter's desk piled up with a hodge-podge of letters, catalogues, price-lists, scraps of paper with figures, all sorts of literature, and the correspondence buried in the accumulation. It took nearly a half hour to dig it out, and then the most important paper was missing. This required postponement of the matter until the next day, and still it was not found. A mass of figures had to be gone over again, and several days were needed to get the desired information. The time and labor expended were considerable, to say nothing of the annoyance, all of which might have been avoided by the adoption of a little system.

In accordance with our friend's request we reproduce the article:

THE CLUTTERED-UP DESK.

From the CROCKERY AND GLASS JOURNAL of April 2, 1914.

The average man is careless about his desk, and accumulates a lot of papers that not only make an unsightly litter, but hamper him in his work. Such men always assert that they know just what is there and can put their hand on anything they want. Experience

proves otherwise. Nine times out of ten they do not know, and waste valuable time in what often proves unavailing search. Every little while they get a clearing-up fit, and are sometimes astonished at what they discover. Letters that should have been answered long since come to light; memoranda that were of importance weeks ago, but were lost sight of and are now useless; bills that may have since been liquidated; newspaper clippings which were laid aside to be read, but which are of no interest now; dusty, ragged-edged papers which were placed there so long ago that the man has forgotten why he kept them.

It is all due to a lack of system. Starting with a clear desk, it is a simple matter to keep it so. When the mail is opened, letters requiring an immediate answer should be put by themselves, and a drawer provided for those that need not or cannot be answered at once. All letters and bills should be promptly and properly filed, and with the modern cabinets this is the work of but a few minutes.

There is a real cash value to system. Try it, you who have hitherto been unmindful. You will never return to the old loose way.

PERSONAL.

AFEW mornings ago Wm. J. Hague, the genial salesman with Geo. F. Bassett & Co., thought for a few moments that the salesroom was about to be invaded by the I. W. W. A beggar of the familiar type seen about town entered and asked Mr. Hague for money. From long experience he has learned to say "No" to these requests; but the stranger refused to leave, and demanded to be helped or he would make trouble. He noisily voiced his opinion of the world in general, denouncing everybody from President Wilson down; and as he moved towards one of the display tables filled with goods which on occasion make admirable weapons there was nothing left but to throw him out, which Mr. Hague promptly did.



Vacations are now in order at the office of A. Gredelue. Paul Torillot, his office assistant, left last week for a six weeks' visit to his home in Paris. A few days before his return, on July 8, R. F. Besset, the popular young salesman representing the Baccarat glassware in the South and West, who has just returned from a four months' trip through his territory, will sail on the "Lorraine" for a visit to Paris, which is also his home.



H. S. Mirrieles is calling on the trade in Philadelphia this week for Manning, Bowman & Co.



C. H. Taylor, president of the Jewel Cut Glass Co. and local representative of S. A. Weller, Zanesville, O., returned on Monday from a lengthy visit to the

latter's factory, where he consulted regarding some new goods now in preparation and which he expects to have on show in a couple of weeks.



B. Tomby will make his annual visit to the factories which he represents in this country, sailing on the Imperator June 6.



G. Wm. Sell, of the Krantz & Sell Co., Honesdale, Pa., visited the new uptown showroom last week and expressed himself as much pleased with Wm. D. Finke's selection of location.



E. Torlotting returned Monday from a three weeks' trip through the West and is now busy rushing the completion of his new salesroom, which he expects to have in apple-pie order in a few days.



After seeing his new uptown showrooms in order, which he expects will be some time next week, E. R. Thieler will make his usual summer trip to the Villeroy & Boch factory, sailing June 18 on the Amerika.



J. J. Niland, the well-known cut glass manufacturer of Meriden, Conn., spent Monday and Tuesday in the city. The main purpose of his visit was to see the extent of the damage done to his samples by the fire which occurred last week in the salesrooms of Richard Kohn, who represents Mr. Niland's line here.



Kaufman Lesser, sales manager for the Novelty Basket Mfg. Co., returned on Wednesday after spending a week calling on the trade in Philadelphia, and was very much gratified with the way the trade took to his new line of wicker portables, domes, baskets, etc.



H. D. Carey, president of the Laurel Cut Glass Co., Jermyn, Pa., spent several days in the city this week.



A passenger on the Aquitania, which arrived in port yesterday, was Louis Hinrichs, who has been in Europe for several months past in the interest of L. Straus & Sons, making the rounds of the firm's various factories.



C. G. Wilmarth, manager of the Clinton Cut Glass Co., Aldenville, Pa., was recently married to Miss Jennie Moase, one of Pleasant Mount's most attractive girls.



H. C. Duryea, representing the Consolidated Lamp and Glass Co., left on Monday for a month's trip through New York State.



G. H. Williams, representing Malone & Nicholson's

lines of lighting glassware, left Wednesday night for a several weeks' trip through New York and Pennsylvania.



Warren H. Dunn, head of the Dunn Sales Co., left Tuesday night for a fortnight's trip which will include stops at some of the factories which his concern represents, among them being the Zanesville (O.) Stoneware Co.



J. Tunnell, who has been in the employ of R. H. Macy & Co. for twenty eight years, and who knows the china and glassware business from every angle, having worked himself up from the bottom in the Macy department, has been made assistant buyer under Edw. J. Burdett, taking the place of Walter G. Browning, who was recently made buyer for the lamp and bric-a-brac departments.



H. Wallenstein, formerly assistant buyer of china and glassware for Hahne & Co., Newark, N. J., was in the uptown district last week calling on some of his friends in the trade. Mr. Wallenstein is open for an engagement as buyer, and with his ability and years of experience will probably find no difficulty in soon locating advantageously.

CUT GLASS CONDITIONS IN BROOKLYN.

THE cut-glass industry in Brooklyn is suffering from the slow demand for goods in common with practically every other industry; but while conditions are abnormal for this reason a note of optimism is sounded by most manufacturers here, say the "Brooklyn Eagle." There are about twenty factories in Brooklyn cutting glass, employing between 700 and 800 men, who draw in wages from \$18 to \$25 per week each. Business during the spring of the year is usually brisk, but during the past few months it has been slow. Under normal conditions the dull season commences in June and lasts until the end of August.

The new tariff has reduced the import duty on plain blanks about ten per cent, but this reduction as yet has not materially affected the manufacturers of plain blanks here.

A local glass cutter explained this morning that his purchases of plain blanks from abroad had increased about one-third. This was not due to the cut in the tariff, however, but because he could import certain kinds of blanks which he regarded superior to those made in this country as cheaply as he could buy them here. While the tariff has cut the duty ten per cent, foreign manufacturers have advanced their prices ten per cent, and importations are profitable only when one is in a position to wait for the shipment.

As yet imports of cut glass have not been greatly stimulated by the lower tariff, the only articles coming

in in any quantity being salt and pepper shakers. Local manufacturers, however, expect imports to grow, especially if Americans take advantage of the lower labor market abroad and establish manufactories in Europe. There is nothing to prevent the introduction of American methods in foreign countries.

STROBEL & WILKEN CO. WIN.

THE controversy over the values at which toy rubber balls shall be allowed to enter this country took a new turn Monday, when a full Board of Reappraisement decided that such goods are not necessarily dutiable here at the prevailing prices in the country of manufacture.

The balls were shipped to this country by A. Fluss & Co., of London, agents of the Austrian manufacturers, and were consigned to the Strobel & Wilken Co., this city. The appraiser here advanced the invoiced values of the goods about 70 per cent ad valorem, and Collector Malone demanded duty on the higher basis along with the accruing penalties.

At the hearing before the single General Appraiser it appeared that orders were given by the New York importers to their London agent for the shipment of the Austrian balls from England, owing to the fact that export prices for the goods are lower in England than in Austria owing to British competition. The London agent thereupon ordered the shipments from the Austrian manufacturers, who in turn forwarded them to England, whence they were shipped to New York.

The Board of Reappraisement has now decided that the balls were properly invoiced on the basis of the prevailing market price in England, the decision of the single General Appraiser being reversed.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

- IN addition to those noted under the head of "Personal," the following buyers were reported this week:
- J Armstrong, c, Hochschild, Kohn & Co, Baltimore. 220 Fifth ave.
 - A R Willauer, hf, W Laubach & Sons, Easton, Pa. 41 Union sq.
 - Mr Cummings, Shuttles Bros & Lewis, Dallas, Tex.
 - Carl Mark, A Mark's Sons, Amsterdam, N Y. Wellington.
 - C R Hoffmann, hf, c, t, H A Deldrum Co, Buffalo. 60 West Thirty-third.
 - A P Spengler, hf, Bush & Bull, Easton, Pa. Grand.
 - H Norman, hf, Wm Taylor's Son & Co, Cleveland. 51 Leonard.
 - S J Watts, hf, c, and G Louis, t, Woodward & Lothrop, Washington, D C. 334 Fourth ave.
 - A Kallman, hf, England Bros, Pittsfield, Mass.
 - Mr Scherem, M Rich & Bros. Co, Atlanta.
 - Mr Lyons, Valley D G Co, Vicksburg, Miss.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china were for the month of March, 1914, compared with the same month in the preceding year, were as follows:

	19 3	1914
Great Britain	\$230,901	\$197,707
Austria.....	45,665	38,189
France	143,645	130,263
Germany	215,889	259,623
Japan	87,182	89,614
Other Countries	17,758	29,546
Total.....	741,040	744,947

FOR NINE MONTHS ENDING MARCH.			
	1912	1913	1914
Great Britain...	\$1,707,671	\$1,827,953	\$1,822,481
Austria	529,026	525,178	533,741
France.....	1,169,734	1,255,215	1,289,570
Germany.....	3,255,671	3,057,308	3,224,741
Japan	941,932	884,359	1,022,783
Other Countries	259,989	225,706	267,561
Other Europe ..			
Total.	7,864,023	7,775,719	8,160,877

TOYS		
	1913	1914
Germany.....	\$193,039	\$223,107
Other Countries	76,904	98,172
Total.....	269,943	321,279

FOR NINE MONTHS ENDING MARCH.			
	1912	1913	1914
Germany. . .	\$5,790,359	\$5,646,392	\$6,401,526
Other Countries	722,260	779,047	1,040,429
Total.	6,512,619	6,425,439	7,441,955

GLASSWARE				
MARCH		FOR NINE MONTHS ENDING MARCH		
1913	1914	1912	1913	1914
\$143,429	\$238,530	\$1,566,724	\$1,700,118	\$1,855,017

CHINA CLAY.				
MARCH		FOR NINE MONTHS ENDING MARCH		
1913	1914	1912	1913	1914
\$151,682	\$193,060	\$1,085,233	\$1,120,603	\$1,184,838

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.				
MARCH		FOR NINE MONTHS ENDING MARCH		
1913	1914	1912	1913	1914
\$64,362	\$80,058	\$538,844	\$496,842	\$635,364

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

Bids are being received for the rebuilding of the Kittanning (Pa.) pottery partially destroyed by storm a fortnight ago. In the meantime the W. S. George Co., which had the factory under lease, is unable to do a "tap" at this plant. At the time of the storm the kilnmen were just finishing filling the first glost kiln, only about two bungs of saggars being needed to complete it. There was a large amount of ware in the bisque room, but this suffered little, if any, damage. Those who have viewed the wreckage wonder how wind could make such havoc.

The district was flooded with decal salesmen last week. About every house in the country had a representative here, and reports are to the effect that all got their share of business. Orders booked now are for fall delivery.

"Do you realize that about eighty per cent of the pottery manufactured in this country is taken by practically a handful of large buyers?" asked a manufacturer this week. "The rest of the production is bought by small dealers and the department stores. The scheme buyers are heavy takers, but the largest individual buyer of American pottery to-day is Woolworth," continued the speaker.

The Mayer China Co., Beaver Falls, is doing a heavy business in vitreous hotel china this season. Many special underglaze treatments and designs are brought out by this concern for exclusive club and hotel use, and orders for these special lines are said to be heavy.

The Colonial Pottery Co. installed a new jigger this week, operated by electric power.

Some new patterns in open stock dinnerware will be shown by local manufacturers during the next six weeks, but the number will be much smaller than in past years. The large buyers who place their orders in January do not relish the idea of breaking their stocks in mid-season, and for this reason the majority of the man-

ufacturers only present new patterns in the fall. Therefore those that will be shown next month will be for fall delivery.

Just twenty-five years ago this month George C. Thompson went "on the job" at the Thompson pottery, and he has been there ever since. He is now the head of the concern, but his first position was a minor one in the office. Some of his associates contemplate celebrating the event later in the month.

The Brush-McCoy Pottery Co., Zanesville, O., are now showing for the first time a full line of yellow ware mixing bowls. Two new lines of jardinières have just been added, together with several novelties. Business with this company is reported to be normal.

An additional glost kiln is being built at the plant of the Crooksville China Co. The new fall line of dinner and special wares of the concern will be in the hands of the various salesmen and resident representatives this week, and according to President Guy Crooks the line will be the most complete the company has ever offered. "The business outlook from our point of view is good for a nice fall business," said he.

Improvements at the plant of the Smith-Phillips China Co. are nearing completion. The new power plant is now in service, and the old part of the factory is being remodeled for other manufacturing purposes. The erection of an additional kiln will start soon. Orders for "Princess" dinnerware continue in a most gratifying manner, all of the open stock patterns selling well.

Frank I. Simmers, salesmanager of the Hall China Co., left Sunday for an extended Western trip with the concern's vitreous fireproof cooking ware and specialties.

Quite a few commercial organizations from other towns, particularly those in West Virginia, have been making frequent trips here of late for the purpose of inducing local manufacturers to forsake this district and

go into their territory. The old concerns, however, are "holding fast to that which is good," although now and again a new plant is built outside.

* *

One or two pottories here are manufacturing a white casserole with a metal holder, which is being boomed as a premium proposition. In some instances these casseroles have been tested to a heat of 2,300 degrees.

* *

One of the new specialties being shown is the "Patriotic" plaque. In the centre is a birdseye view of the Panama Canal, surrounding which is a circle of portraits of every President of the United States since the time of Washington. The color scheme is good, and early indications point to a large sale.

* *

Over 400 saggars per day is the record of the Polk sagger machine just placed in operation by the East Liverpool Sagger Co. And, what is more, these are made with one machine operator and two helpers. The record has never been equaled in the manufacturing of saggars.

* *

"We are just as busy now as we were in February," said General Manager Ambrose Cartwright, of the Cartwright Bros. pottery. "We have a good volume of unfilled orders on the books, and new business continues to pour in."

* *

Thomas H. Sant, the well-known pottery clay broker of this city, was injured when a horse he was driving became frightened and ran away. He was cut over the left eye and on the back of the head.

* *

An electrical storm at Crooksville, O., last week caused some damage to the plant of the Crooksville China Co. The bolt tore a hole in the roof and then followed electric wires through a part of the plant. A number of workers were temporarily stunned, but none sustained serious injury.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending
June 2, 1914.

ANTWERP

6 packages glassware.....	Strobel & Wilken Co
5 " "	Fensterer & Ruhe
41 " earthenware.....	Bawo & Dotter
1 " "	Koscherak Bros
61 " "	L Straus & Sons
27 " "	O Goetz
29 " "	G F Bassett & Co
8 " "	Strobel & Wilken Co
22 " "	Miscellaneous Orders
12 " chinaware.....	Strobel & Wilken Co
2 " toys.....	B Illfelder & Co
11 " "	G W Travers
24 " "	Strobel & Wilken Co
156 " "	Miscellaneous Orders

BREMEN

6 packages glassware.....	L Straus & Sons
1 " "	A Steinhardt & Bro
6 " "	Strobel & Wilken Co
63 " "	Miscellaneous Orders
60 " chinaware.....	Strobel & Wilken Co
167 " toys.....	Geo Borgfeldt & Co
46 " "	F A O Schwartz
255 " "	Strobel & Wilken Co
98 " "	Miscellaneous Orders

HAMBURG

88 packages glassware.....	Fensterer & Ruhe
80 " "	L D Bloch & Co
99 " "	Brown Bros
64 " "	Bawo & Dotter
29 " "	L Straus & Sons
11 " "	W R Noe & Sons
89 " "	Geo Borgfeldt & Co
24 " "	Strobel & Wilken Co
103 " "	Miscellaneous Orders
96 " chinaware.....	Strobel & Wilken Co
12 " "	Bawo & Dotter
2 " "	Miscellaneous Orders
10 " earthenware	Geo Borgfeldt & Co
2 " "	DeKeyser & Co
7 " "	B Tomby
7 " "	Koscherak Bros
1 " "	L D Bloch & Co
41 " "	C L Dwenger
18 " "	Strobel & Wilken Co
212 " "	Miscellaneous Orders
153 " toys.....	Geo Borgfeldt & Co
32 " "	Samstag & Hilder Bros
354 " "	F W Woolworth
87 " "	B Illfelder & Co
191 " "	Strobel & Wilken Co
526 " "	Miscellaneous Orders

FIUME

5 packages toys	Strobel & Wilken Co
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HAVRE

7 packages earthenware	Geo Borgfeldt & Co
35 " "	Wm Guerin & Co
36 " "	H R Churchill
32 " "	Miscellaneous Orders

LIVERPOOL

8 packages earthenware.....	The Rowland & Marsellus Co
23 " "	Fondeville & Van Iderstine
15 " "	E Boote
45 " "	Maddock & Miller
20 " "	G F Bassett & Co
5 " "	H C Edmiston
40 " "	Meakin & Ridgway
8 " "	Bawo & Dotter
3 " "	W H Plummer
43 " "	Geo Borgfeldt & Co
76 " "	W S Pitcairn
53 " "	Miscellaneous Orders
13 " toys...	Strobel & Wilken Co
3 " "	A Steinhardt & Bro
4 " "	Miscellaneous Orders

LONDON

2 packages toys.....	Strobel & Wilken Co
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NAPLES

4 packages earthenware.....	H Creange
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ROTTERDAM

5 packages earthenware.....	L D Bloch & Co
77 " "	L Straus & Sons
29 " "	Miscellaneous Orders
25 " glassware	J H Venon
160 " toys.....	B Illfelder
19 " "	Samstag & Hilder Bros
5 " "	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

41 packages earthenware.....	Jones, McDuffee & Stratton Co
8 " " " " " " " " " " " "	F W Woolworth
88 " " " " " " " " " " " "	Mitchell Woodbury & Co
1 " " " " " " " " " " " "	Richard Briggs Co
7 " " " " " " " " " " " "	Edward Boote
92 " " " " " " " " " " " "	Adams Express Co
4 " " " " " " " " " " " "	F W Miller & Co
29 " " " " " " " " " " " "	Miscellaneous Orders

HAMBURG

31 packages earthenware.....	Jones, McDuffee & Stratton Co
2 " " " " " " " " " " " "	F Behrend & Co
29 " " " " " " " " " " " "	Adams Express Co
16 " " " " " " " " " " " "	Simon Bache & Co
7 " " " " " " " " " " " "	Jordan Marsh Co
5 " " " " " " " " " " " "	Stone & Downer Co
12 " " " " " " " " " " " "	R F Downing & Co
31 " " " " " " " " " " " "	F W Woolworth & Co
1 " " " " " " " " " " " "	L E Knott Apparatus Co
4 " " " " " " " " " " " "	W N Proctor & Co
188 " " " " " " " " " " " "	M Kirschberger
53 " " " " " " " " " " " "	American Express Co
4 " " " " " " " " " " " "	Geo Borgfeldt & Co
7 " " " " " " " " " " " "	J E Berry
18 " " " " " " " " " " " "	L Wolf & Co
6 " " " " " " " " " " " "	B Tomby
13 " " " " " " " " " " " "	First National Bank
4 " " " " " " " " " " " "	Strobel & Wilken Co
235 " " " " " " " " " " " "	Miscellaneous Orders

COPENHAGEN

3 packages earthenware.....	Geo B rgfeldt & Co
6 " " " " " " " " " " " "	C R Lynde
32 " " " " " " " " " " " "	C J Pierce & Co

ANTWERP

59 packages earthenware.....	Jones, McDuffee & Stratton Co
2 " " " " " " " " " " " "	American Express Co
8 " " " " " " " " " " " "	First National Bank
106 " " " " " " " " " " " "	L Wolf & Co
27 " " " " " " " " " " " "	Stone & Downer Co

LONDON

5 packages earthenware.....	D Heydemann
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TRIESTE

4 packages earthenware.....	Miscellaneous Orders
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ENGLISH GLASS.

THE exports of glass from the Birmingham district represented scientific, optical and plate glass as well as fine tableware, the last mostly of the crystal type, which apparently, says "Daily Consular Reports," is not manufactured in the United States in such large quantities as heavy cut glass. American manufacturers make at least as beautiful heavy cut glass as any of their foreign competitors and at a somewhat lower cost. A slightly increasing demand for American glass is noted by a firm that pushes its sale. The crystal glass is manufactured both in Birmingham and its vicinity and in Stourbridge, which is also within this consular district. The Stourbridge product fell off about \$2,900 last year, but the increased exports from Birmingham more than offset that.

REMOVED.

We have moved our New York Office
and are now located at

200 FIFTH AVENUE (Fifth Avenue Building),
Rooms 358 and 360,

where we will be glad to see the trade.

NOTE OUR NEW TELEPHONE NUMBER: "GRAMERCY 549."



A. H. HEISEY & CO.,
NEWARK, OHIO.

Mr. Howard S. Bokee, 122 W. Baltimore St., Baltimore.
Mr. T. Downs, Jr., 610 Denckla Bldg., Philadelphia.

Mr. Geo. A. Granville, 144-150 Congress St., Boston.
Mr. Walter S. Redfield, 510 Heyworth Bldg., Chicago.

CHANGE OF VENUE GRANTED.

THE right to a trial in some other county of the State than New York was granted to Henry Siegel and his partner, Frank E. Vogel, on Monday by Supreme Court Justice Blanchard.

The defendants contended that there was such a strong sentiment against them here, due to the many persons affected by the business failure and by the publication of facts in connection with their bankruptcy, that it would be impossible for them to obtain an impartial trial.

It is doubtful whether the case will be called before October, owing to the fact that in no other county is there a summer term of the Supreme Court.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

HELP WANTED.

OLD established firm, manufacturers of light cut glassware, want representatives who have years of experience with cut glass and good connections, to handle their lines on commission in the following territory: St. Louis, New Orleans, Southern States, San Francisco, Seattle, Minneapolis and Northwestern States. Address Box 900, this office.

WANTED—A good, live representative for New York State and city, also Philadelphia and Pennsylvania, to handle our lines on commission, by well-established manufacturers of light cut glassware. Must be well known among the trade and have good business following. Address Box 901, this office.

BUSINESS OPPORTUNITIES.

ACCOUNTS WANTED.—Glassware or crockery for New York State or adjoining territory, outside of New York city, on commission, by experienced, sober salesman who wishes to arrange for stronger line. Desires especially bar line of blown goods. Address Box A-906, this office.



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CROCKERY and GLASS JOURNAL

NEW YORK, JUNE 11, 1914.

THE CONDITION OF BUSINESS.

New York There is very little difference, if any, in the condition of business since our last report; in fact, no material change is looked for now until buying begins for the fall trade the latter part of July.

Most of the traveling representatives of the various concerns now being in from the road, the business resulting from their efforts has decreased; but about the usual volume for this time of the year is being booked through the mail.

A good feature at present is the general feeling of optimism which exists throughout the trade with regard to fall business. All seem to be unanimous in the belief that there will be a marked improvement at that time.

Things are rather quiet with the cut glass manufacturers at present, and the salesmen in this line have to work hard even for small orders, as most of the retailers have a sufficiently large stock to carry them through the summer, and it is only special sale items that interest them.

Orders received by the glass houses are more numerous than for some time, though they are not large. This increase, however, is thought to be only temporary, owing to the retailers' anticipation of the factories' usual close-down in July.

Many of the lamp salesmen are returning home from the road and most of them report a good business, while others say it is only fair. But the manufacturers in this line are looking forward to an unusually good season and are making preparations accordingly. The advance samples that have thus far arrived at the loca

showrooms indicate that the buyers will have much to interest them in the way of novel designs, etc.

The outlook for fall business is unusually good. Government reports show that 900,000,000 bushels of wheat will be harvested, and fruits are more abundant than for many years. Men of large affairs in the steel, railway and other industries are giving out for publication the most optimistic statements. So far as the crockery and glass trade is concerned, it does seem as if the end of dull times ought to come soon. The consumption of these commodities has fallen off little by little in the last four or five years until the stock in the hands of retailers is very low, and it is likely that homes, too, are short to a large extent. Consumers cannot go on forever without replenishing, and the hope is that they will begin to buy early in the fall. It is true that the American potters have done the business of their lives. It is also true that the five and ten cent stores and the mail-order houses have been buying largely and selling to consumers the low-priced goods; but those who use dinner sets costing above \$10 have not been factors in the market for along time, and they ought to be ready now to help business along. This feeling is prevalent throughout the trade, and all the travelers have come home with the feeling that when they start out in the fall they will secure large and abundant orders.

East Liverpool and Vicinity A revival of orders is reported by Western pottery manufacturers. During the last two weeks in May, there was a decided lull in new business, but conditions have changed, and it now looks as if the plants would be operating on excellent schedules

throughout the summer. There is no talk of a summer holiday save for a few days around the Fourth of July.

Pittsburgh and Vicinity

In several instances glass manufacturers report an improvement in business. It is admitted, however, that more orders could be taken care of with promptness. But the apathy recently noted in the Western district has disappeared in a measure. General lines and seasonable goods are now in demand.

SAN FRANCISCO AND THE COAST.

VACATIONS are now in order, and local business is settling down to the usual summer-time condition. Seasonable goods are in fair demand at the retail stores, the warm weather having stimulated the sale of summer-home furnishings. The wholesalers are getting their lines in shape, and consider the outlook favorable for a good fall business all along the Coast.

Samples of a new fancy line have just arrived at the local warerooms of the Fostoria Glass Co., consisting of thirty-four pieces with crimson rose decoration and coin-gold band. This line is designed for high-class trade, and B. F. Heastand looks for a good business with it, especially among the jewelers.

Clifton Lewis, assistant to A. A. Otte, local manager for the Pittsburgh Lamp, Brass and Glass Co., plans to leave for the South in a few days on his regular trip, and later in the month to call on the trade in the Northwest.

Word has been received from Jos Brunner, manager of the San Francisco branch of Bawo & Dotter, that business opened up nicely in Los Angeles. He will show in San Diego next, completing the season.

Sylvester A. Baker, Western representative, of the Macbeth-Evans Glass Co., left for the Northwest the first of the week, expecting to be gone about three weeks.

E. D. Clarabut, local representative of the Corona Cut Glass Co., recently received samples of a new line of light cut and etched floral patterns, with which he is having very good success.

The Harry J. Moore-Johnson Co. formally opened their new store at 1053 Market street a few days ago. The crockery and household goods are shown to much better advantage than at the old quarters on O'Farrell street.

E. C. Oehme, former Coast representative of J. Hoare & Co., Corning, N. Y., who was transferred to Middle West territory a few months ago, has returned to the Coast. He has been calling on the trade in the

Northwest for several weeks, and is expected in San Francisco shortly.

F. M. Dunn, local manager for the United States Glass Co., called on the trade in the Sacramento Valley the past week, and reports a good demand for lighting glassware.

Tom Reynolds, buyer for the McCormick, Saeltzer Co., Redding, Cal., was a recent visitor at local crockery and glass sample rooms.

Leo Himmelstern, of Himmelstern Bros., expects to go to Los Angeles the end of the week with a large line of domestic crockery and glass samples, and to visit other southern points before returning.

Wm. Landrum, Western representative of Unger Bros., is calling on the local trade again after an extended visit in the Northwest.

Julius A. Young, representative of T. B. Clark & Co. and other Eastern factories, left for the East recently, expecting to be gone for several weeks.

The stock of the Home Furniture Co. of Sacramento, Cal., including crockery and glassware, has been sold to the John Brenner Co., of that city.

Geo. A. Boomer, Pacific Coast representative of the Plume & Atwood Mfg. Co. is calling on the trade in the Northwest.

Arthur W. Bennett, manufacturers' representative, is spending a vacation at Monterey before leaving on a circuit of his territory.

Leon & Carrau, of Carrau & Green, who have some glass lines suitable for the jewelry trade, plans to leave in a few days on a month's vacation trip which will include a visit to Yellowstone Park.

Merchandise imported by the Dohrmann Commercial Co. was returned for duty under the old act at 60 per cent as decorated earthenware, whereas the protestants claimed a rate of 40 per cent under the specific provision for Rhckingham ware. Judge Hay decided the Examiner's testimony must prevail as to the character of the ware. A somewhat similar protest by the Parmalee, Dohrmann Company, Los Angeles, was also overruled.

SHE KNEW.

AT a recent bargain sale of kitchen utensils an old woman was seen to be rubbing the bottom of the pans with her fingers.

"Why do you do that?" she was asked.

"Well, I'm hunting for bubbles. When I feel a bump on the surface I know that there is either air or sand in it. And either one means a chipped bottom when the kettle gets too hot."

THE METROPOLITAN MARKET

The offering for sale of the season's import samples by Haviland & Abbot should be of more than ordinary interest to the merchant, as it affords an unusual opportunity of securing at attractive prices some of the prettiest things they have ever had. The lot is not large; consequently it is a case of first come first served.

The Central Glass Works have in preparation a handsome new catalogue, which will be out in a few days, showing their vast assortment of deep plate etchings in lines appropriate for hotel, steamship, railroad and family use. It will be one of the most complete ever issued by the concern, and should be in the hands of every buyer in the trade for ready reference.

Upon entering Edward Boote's new showrooms one is instantly impressed with the good taste displayed in the decoration and arrangement. Artistic open-work partitions segregate the lines and permit of the most advantageous display of English china and earthenware. French gray, light green and cream form the color scheme, and the handsome semi-indirect lighting fixtures contribute no little to the fine appearance of the place. The offices are in the front, while at one side is located a tastefully-decorated and furnished reception room for the convenience of Mr. Boote's customers, where orders may be written and other business attended to without the least disturbance.

A number of dainty and original light cut and deep plate etched patterns shown by Thos. G. Edge from the Potomac Glass Co. constitute as pretty and varied an assortment of stemware as one could wish for. The beauty of the designs is further enhanced by the exceedingly graceful shapes. Particularly noteworthy is an artistic rose pattern in an irregular border treatment that is very fascinating.

E. R. Thieler has every reason to be proud of his new uptown showroom, which is such a decided improvement in every respect over his old downtown quarters that there can be no comparison. The place forms

an admirable setting for Villeroy & Boch's various lines, which have been arranged to the best possible advantage for both convenience and attractiveness.

New needle and deep plate etchings from the Beaver Valley Glass Co. being shown by Frederick Skelton are conspicuous for their daintiness, showing particularly pretty floral and figured treatments that will appeal to a refined taste. One floral pattern in festoon effect is especially pleasing.

Wm. Guerin & Co. have just received at their New York wareroom samples showing the outfit they furnished Claridge's Hotels, Paris. The decoration is very handsome, consisting of a combination of turquoise and gold band. The effect is striking and entirely different from any hotel decoration made up to date. Guerin's hotel ware in France is recognized as a standard on account of its hard glaze and strong wearing qualities, and is used in first-class restaurants and hotels all over the Continent of Europe.

That D. King Irwin, local manager for the Cambridge Glass Co., possesses more than ordinary ability as a designer is seen in an exceptionally fascinating new line of stemware and tumblers for which he is responsible. He has succeeded admirably in conceiving something quite different in shape from what is usually seen, and the Cambridge factory has done its part well by executing Mr. Irwin's idea in a fine quality of crystal. It is the intention of the concern to turn it out in a number of their best decorations, thereby making it of wider appeal by having something to suit all tastes.

The Novelty Basket Mfg. Co. have had such splendid success with their "Needcraft" lamps, domes, vases, baskets, etc., that they will enlarge the line considerably, and have just leased an extra showroom adjoining the one they now occupy in the Bartholdi Building. The concern is making several new items of special interest to china, glassware and housefurnishing buyers.

Among these is an oblong handled refreshment basket of artistic design in old gold finish. It is divided into several compartments for bottles and tumblers and has a removable tray for serving. A round basket with several compartments is used as a water carrier, the spaces being designed for a jug and tumblers.

Local cut glass manufacturers will find some satisfaction in the report of H. J. Moscovitz, buyer for the Simpson-Crawford Co., that a sale of cut glass which he held in his department last week was unusually good and exceeded by far any that he has held for months in this line.

An exceedingly pretty display of art bowls is being made by the Tajimi Co. in a variety of shapes and sizes. Their unique decorations show some very quaint border effects. Other attractive ones are in solid browns, olive green, blue, and white.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending
June 9, 1914.

ANTWERP

21	packages earthenware.....	Bawo & Dotter
55	" "	L Straus & Sons
22	" "	Koscherak Bros
7	" "	DeKeyser & Co
34	" "	O Goetz
36	" "	F W Woolworth & Co
19	" "	Vogt & Dose
6	" "	Strobel & Wilken Co
12	" "	Miscellaneous Orders
3	" chinaware.....	Strobel & Wilken Co
48	" toys..	Geo Borgfeldt & Co
100	" "	G W Travers
26	" "	Strobel & Wilken Co
88	" "	Miscellaneous Orders

BREMEN

14	packages glassware.....	L Straus & Sons
13	" "	Samstag & Hilder Bros
61	" "	J H Venon
4	" "	Strobel & Wilken Co
46	" "	Miscellaneous Orders
17	" chinaware.....	Strobel & Wilken Co
104	" toys.....	Geo Borgfeldt & Co
52	" "	G W Travers
78	" "	F A O Schwartz
228	" "	Strobel & Wilken Co
157	" "	Miscellaneous Orders

HAMBURG

20	packages earthenware.....	L Straus & Sons
11	" "	H R Churchill
24	" "	Wm Guerin & Co
35	" "	Miscellaneous Orders
89	" glassware.....	E Utard
14	" chinaware.....	Vogt & Dose
92	" "	Theodore Haviland & Co
30	" "	Herman C Kupper
28	" "	Justin Teraud
19	" "	H R Churchill
88	" "	Miscellaneous Orders

TRIESTE

133	packages glassware.....	L Straus & Sons
2	" "	Bawo & Dotter
67	" "	Miscellaneous Orders

HAMBURG

11	packages glassware.....	Strobel & Wilken Co
2	" "	Miscellaneous Orders
1	" earthenware.....	Bawo & Dotter
16	" "	Strobel & Wilken Co
19	" "	Miscellaneous Orders
58	" chinaware.....	Strobel & Wilken Co
1	" "	Miscellaneous Orders
34	" toys.....	Geo Borgfeldt & Co
7	" "	B Illfelder & Co
284	" "	Strobel & Wilken Co
7	" "	Miscellaneous Orders

LIVERPOOL

47	packages earthenware.....	W S Pitcairn
4	" "	O Goetz
221	" "	Haviland & Co
9	" "	Meakin & Ridgway
9	" "	Wm Guerin & Co
21	" "	Maddock & Miller
273	" "	Miscellaneous Orders
21	" toys.....	Strobel & Wilken Co
3	" "	Miscellaneous Orders

GLASGOW

8	packages glassware.....	H A Rogers & Co
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GENOA

2	packages earthenware.....	H Creange
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ROTTERDAM

10	packages earthenware.....	L D Bloch & Co
47	" "	Geo Borgfeldt & Co
3	" "	Fensterer & Ruhe
37	" "	O Goetz
102	" "	Miscellaneous Orders
78	" toys.....	B Illfelder
3	" "	Samstag & Hilder Bros
36	" "	A Steinhardt & Bro
96	" "	Miscellaneous Orders

SOUTHAMPTON

5	packages chinaware.....	J H Venon
6	" "	F W Jenkins & Co
6	" "	J J Hines
6	" "	Miscellaneous Orders

YOKOHAMA

65	packages earthenware.....	Tajimi Co
29	" "	A A Vantile & Co
762	" "	Motimura Bros
318	" "	Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

39	packages earthenware.....	Jones, McDuffee & Stratton Co
44	" "	Mitchell Woodbury & Co
2	" "	Stone & Downer Co
17	" "	The Rowland & Marcellus Co
2	" "	Richard Briggs Co
10	" "	F W Woolworth & Co
27	" "	Miscellaneous Orders

MANCHESTER

1	package earthenware.....	Geo Borgfeldt & Co
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NAPLES

2	packages earthenware.....	Davies, Turner & Co
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HAMBURG

2	packages chinaware.....	Strobel & Wilken Co
23	" toys.....	"

Illuminating Devices.

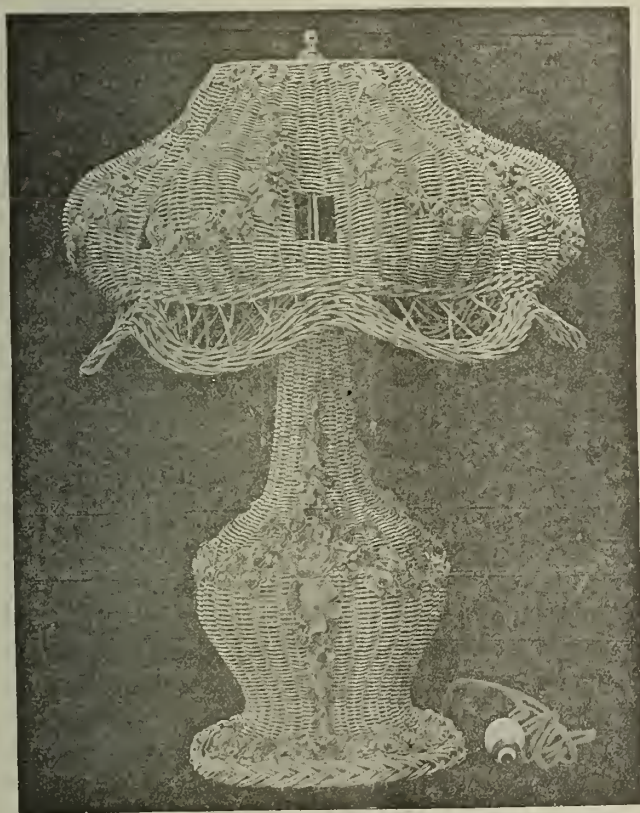
Hanging, Stand and Portable Lamps; Lighting Glassware, indirect and semi-indirect; Domes, Shades, etc.

SEVENTY-FIVE per cent of the headaches and a large percentage of spectacle-wearers are caused by improper illumination. Any oculist will verify this statement, says the "Lighting Journal." Why should

ularly suitable for a table center-picce. The pretty hand-painted globe, showing a Holland fishing scene in delicate colorings, rests on four ornamental brass posts attached to an artistic brass base, in the centre of which is a dish for holding a fish globe or fern.

Among O. O. Friedlander's recent importations are some very odd lamps that are deserving of special mention. They consist of beautifully designed alabaster globes resting on a massive hand carved wooden base, making a combination that is exceedingly rich and attractive. They are shown in several sizes and in novel patterns and shapes.

An especially strong line that represents splendid values in popular-priced electric and gas portable lamps has been turned out by the Chas. Parker Co. for this



BY THE NOVELTY BASKET MFG. CO.

an otherwise sensible business man inflict discomfort and illness upon himself or his household by using pain-distributing lighting equipment? Yet hundreds and hundreds are doing it every day without giving the matter a thought. This ought to open up a field for the dealer to work upon in getting new business by sending out letters or doing other advertising of an educational nature on the subject of lighting equipment.

Leo Popper & Sons, 143 Franklin street, have been appointed representatives for the lighting glassware line of the Bournique Glass Co., Kokomo, Ind.

A unique conception being shown by the Pairpoint Corporation is a large, round, low lamp which is partic-

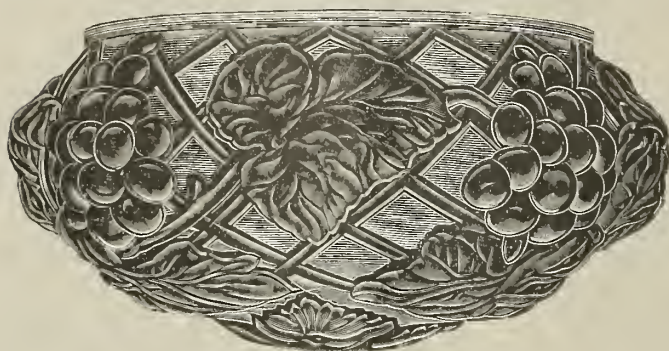


BY THE CHARLES PARKER CO.

season's trade, and the new samples are now being displayed by F. I. Camp at the concern's local salesroom.

Overlaid designs in both gold and brass finishes predominate.

A line that has created a very favorable impression is the extensive array of imported lighting glassware which Max Schaffer arranged to represent in this country on his recent European trip. Some exquisite specimens of hand-carved alabaster semi-indirect bowls, prettily-tinted etched glass, and etched iridescent glass bowls, together with a vast showing of electric shower shades



BY THE CONSOLIDATED LAMP AND GLASS CO.

and many other novelties, make a display of unusual interest. He expects to engage several additional salesmen to cover the entire country with his lines of lighting glassware.

The Rogers Silver Plate Co., Danbury, Conn., who formerly confined themselves exclusively to the manufacture of silver-plated articles for table use, are now turning out some very pretty designs in lighting fixtures.

C. A. Postley, sales agent for the Superior Brass Novelty Co., will occupy the rear part of C. B. & J. Warner's new showroom, 54 West Thirty-third street, where he will exhibit his line of lamps and desk sets.

THE TEN CENT LIMIT.

UNDER the above caption the Wall Street Journal says: "The little game of business played by the F. W. Woolworth Co. in its 680 odd stores, where the price of goods is limited to ten cents, produced some astounding results in 1913, when total sales of \$66,228,072 created a new high record for the annual turnover. The gross earnings of the Erie Railroad, amounting to \$62,647,359, were \$3,580,713 less than Woolworth's; the New Haven road, with \$68,613,503, was only \$2,385,431 ahead, while the Adams Express Co., with approximately \$35,000,000 gross, showed earnings slightly more than 50 per cent of Woolworth's.

"Some of the individual items that produced the result seem unbelievable. Sales of jewelry of the five and ten cent variety amounted to \$2,500,000, a gross business which few jewelers can boast of. The country

is now musically inclined, and in furnishing its supply of the demand the Woolworth Company sold \$1,500,000 worth of sheet music. The candy counters were the Mecca for sweet-tooths and resulted in sales of \$8,500,000 worth of confectionery.

"The Woolworth stores in 1913 distributed 1,200,000 ten cent bottles and 360,000 five-cent bottles of peroxide of hydrogen. They sold \$43,000,000 clothes pins, or enough to fill forty freight cars. The 27,576,000 pairs of hose sold during the year furnished one out of every four persons in the United States with a pair. The many mysterious ways in which women use and lose hairpins resulted in the sale of 372,000 pounds of that commodity."

It is estimated that they sell between \$4,000,000 and \$5,000,000 worth of crockery and glassware, being probably the largest buyers of low-priced goods of this class in the country.

JOTTINGS FROM BOSTON.

ON the china floor of the Jordan-Marsh Co. a Japanese toy garden has been set up on the tables. There are images, shrines, trees, growing and imitation grass and flowers, with miniature gardens and ponds. It has made a distinct hit with visitors to the store.

J. E. Workman, of Tennessee, Southern salesman for the Mitchell, Woodbury Co., arrived in Boston Tuesday and will spend several days at the company's store.

Bacon's centennial sale has been a great success, and Harry Hollander's china and glass departments have contributed not a little to it. The Houghton & Dutton Co. has also been holding a special sale, and the opening day's business in the china and glass departments is reported as one to be proud of.

George Guest, kitchen furnishings buyer for the Jordan-Marsh Co., will leave the middle of this month for his semi-annual buying trip to Europe. He expects to be away about four weeks. J. Guy Hawthorne, Jordan's china and glassware buyer, is planning to leave for his summer vacation at Shelter Island, N. Y., early in July.

The Holmes Co. has been incorporated under Massachusetts laws with \$500,000 capital stock to do a general department store business. Charles N. Abbott, of Cambridge, is president, and James A. Flagg treasurer.

Another incorporation of interest to the trade is that of the Paul Revere Silver Co. of Boston, with \$50,000 capital stock. The incorporators are: Sidney C. Seavey, Lillian C. Seavey and Charles A. Seavey, Jr.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

The approach of the summer stop in the glass factories is causing some buyers to anticipate their wants to a certain degree, and this is given as one reason why orders show an improvement. While the bulk of the mail business now being received is for early shipment, some mail specifications call for later delivery. Tableware is having a better sale in some sections; while in others this particular line is said to be dull. The union factories will suspend operations for two weeks commencing June 27, and the workers may take a longer holiday if desired and conditions in business at that time permit.

The Duncan & Miller Glass Co., Washington, Pa., will start soon to erect a new furnace. This is not for the purpose of increasing capacity, but so that the company may be in a position to continue to produce their usual output when the present furnace has to be let out. The old furnace is now in bad condition, and the company may possibly have to shut off the fire in the next two or three months. A number of additions in the shape of special items are being made to the lines of this company. H. B. Hollis, with offices at 157 Federal street, Boston, Mass., has been appointed representative in that city.

The D. C. Jenkins Glass Co., Kokomo, Ind., has just placed its No. 3 plant in operation at Arcadia, Ind. This concern has increased its lines by the addition of several new items in specialty tableware, jars and display jars. Business is classed as from fair to moderate.

Popular-priced cut glass appears to have the heaviest sale just now, although salesmen and dealers assert that the high-priced cut lines are moving as well as they were earlier in the year. In this district good business is being booked for medium-priced cut lines, both for immediate and future deliveries.

A lamp having two handles and an imitation cut glass bowl is a new creation of the Indiana Glass Co., Dunkirk, Ind. This concern has started the erection of

a new building for storage purposes. General business conditions, they report, are very good.

W. A. B. Dalzell, of the Fostoria Glass Co., Moundsville, W. Va., spent a season in the district last week, and made a pleasant call at the general offices of the Glass Association.

The board of directors of the Western Glass and Pottery Association held a brief session at the Ft. Pitt Hotel last week. Only routine business was transacted.

Lime glass soda fountain requisites are certainly in demand this season, and manufacturers making these goods report a heavy volume of business. The season is now in full blast, and while many of the orders are only for small lots, they come in daily. Many shipments are being made to consumers direct from the factories on the order of the wholesalers.

The McKee Glass Co. report a decided improvement in business. Cut glass is moving nicely with this concern, while the pressed lines are showing more life.

The annual meeting of the glass manufacturers will be held at the Heinz Pier, Atlantic City, July 20. On the day following, at the Hotel Marlborough, the National Association will meet in conference with the workers, when the wage scale for the coming year will be discussed.

Flower vases are reported to be in fairly good demand with some manufacturers.

A number of new items were added to the lines of the United States Glass Co. during the past week. In lighting goods a new ceiling bowl has been added to the "Chatham" line, and is to be had in three sizes—16-, 18- and 20-inch. Two vases, each six and a half inches in height, have been added—one to the No. 15077 Colonial line, and the other to the No. 15018 pressed line. In the No. 15051 Colonial table line a gold edge and gold band is being used on the table, berry and

water set compositions. It was announced at the offices of the company this week that for the selling of lighting glass a distinct sales force would be maintained.

The Deidrick Glass Co., which has been operating at Rochester, Pa., and which is now building a large decorating plant at Monaca, Pa., has received its Pennsylvania State charter. The decorating of blown ware in gold and silver by a special process is to be made a particular feature of the company. The new Monaca plant, which it is expected will be ready for operation within six weeks, will be under the management of Harry W. Deidrick.

Work has been started on the erection of a new plant for the Keystone Cut Glass Co. at Charleroi, Pa. The building to be erected is a three-story one. The company has been manufacturing cut glass in Charleroi for two years at a small plant on McKean avenue. It is expected to have the factory in operation by August.

Glass workers of Martin's Ferry, O., will be greatly benefitted by the operation of the Haskins' glass house in full. The sixteen pots of the factory started on first turn last week, giving steady employment to the 300 employes. For the past six weeks the men have only been working half time.

The buildings procured for the business of the Wheeling Tumbler Co., at Wheeling, W. Va., and which were never used, have been turned over by the Wheeling Board of Trade to a sheet steel concern. The tumbler company had a number of obstacles to overcome in its preliminary organization, and never operated.

The Marienville Glass Co. has been formed at Marienville, Pa., with a capital stock of \$8,000. The incorporators are T. J. Raynes, W. H. Pickens, D. B. Shields, David Mertz, J. H. Russell and L. H. Mensch.

The Sanitary Sugar Bowl Co., recently formed here, has placed a specialty on the market that has proved to be one of those "long-felt wants." This sugar bowl or shaker is made under a patent. The metal top on the glass container is so arranged that the sugar flows from it in a small stream, thus doing away with the use of a spoon. The item is absolutely sanitary, is convenient to handle, and is sold at a popular price.

The Union Novelty Co. has been formed at Grafton, W. Va., and will decorate glass tile made at the plant of the Columbia Tile Co.

Glass manufacturers will regret to learn of the death of John M. Conroy, aged 71, president of the Conroy-Prugh Glass Co., manufacturers of mirror glass. During the Civil War Mr. Conroy was a special correspondent for the "Philadelphia Inquirer," and was one of the first newspaper men to enter Richmond with the Union Army. He had been identified with the Masonic fraternity for over forty years.

NO LACK OF PRIZES.

A MEETING of the sports and entertainment committee for the Salesmen's Association outing was held at the office of the secretary of the Association on Friday, June 5, and a committee consisting of Nick Goetz, A. A. Bean, M. K. Lindner, J. Meredith Miller and F. C. Brey was appointed to secure prizes for the various athletic events. A committee was also appointed to take entries for these events on board the boat after leaving the Twenty-fourth street pier. This committee consists of Thos. G. Jones, J. Meredith Miller, D. King Irwin, F. C. Brey and Howard R. Handy.

The prizes already secured are as follows: From Jos. M. Cosgrove, bath spray; Paul Joseph, two glass sets; M. K. Lindner, tea set; Justin Tharaud, pudding set; Gus Rhode, \$5 in gold; Herman Meyer, a case of Moselle wine; Marc Lester, a bill folder and a lady's hand-bag. In giving the latter Mr. Lester writes that the ladies should not be left out of the affair altogether, and he thus affords the contestant an opportunity to win something for his wife or best girl. Others promised, but not yet decided upon as to their character, are from Thos. G. Jones, H. R. Handy, J. Meredith Miller and F. C. Brey.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular.

to	Shipments week end'g May 23, '14	Correspond- ing period 1913	Exports Jan 1 to May 23, '14	Correspond ing period 1913
Boston	27	147	2540	3648
New York	185	179	3943	4097
Baltimore.....	....	...	3430	2557
Philadelphia....	139	79	1143	1189
New Orleans..	2	98	498	592
Newport News	....	....	49	35
San Francisco ..	....	....	399	502
Portland (Me.)..	9	54	991	1283
Galveston .....	....	....	194	61
Portland (Or.)..	....	....	....	161
Inland Points	..	..	255	336
Total	362	557	13442	14461

From the Freight and Shipping Circular of John Edwards & Co
Liverpool.

to	Shipments week end'g May 23, '14	Correspond- ing period 1913	Exports Jan. 1 to May 23, '14	Correspond ing period 1913
New York	811	179	4766	4172
Boston	27	147	227	3672
Philadelphia....	139	79	1164	1316
Baltimore .....	....	....	3430	2620
San Francisco...	....	....	439	506
New Orleans.....	2	98	574	592
Portland (Me.)..	9	54	994	1287
Galveston .....	....	....	194	61
Newport News...	....	....	67	35
Portland (Or.)..	....	..	....	169
Inland Points ..	....	....	109	214
Total..	988	557	14464	14644

THE ANCIENT ART OF GLASS BLOWING.

ONE might think that an art so ancient—glass blowing was common forty centuries ago—would continually advance, and that the work of to-day would be at the summit of perfection. But glass-makers are always jealous keepers of their trade secrets, and many wonderful formulas have been lost, never to be recovered.

In ancient Egypt the blowing of glass and the contriving of glass vessels were in vogue fully 2000 years before the Christian era. One of the tombs at Sakkara bears a representation of glass blowing, considered to be the earliest known record of an art which, even at that early date, might have been quite an old-established institution among the dwellers by the Nile.

The ancient Egyptian glasswork was usually opaque and more or less brightly colored. The vases and other vessels were generally small. Glass beads of various colors were made, and one of these, still surviving, is reputed to bear the name of Queen Hatasou, which, if true, would date this very ancient bead back to about 1440 B. C.

In the British Museum are many examples of early Egyptian glass, one of the most notable pieces being the Nineveh goblet, reputed to have left the hand of the glassworker of ancient Egypt in or about the year 700 B. C. From the Phoenicians and Egyptians the secrets of glassmaking spread to and were handed on by the Greeks, Etruscans and Sicilians.

There is no more beautiful glassware than that of the Romans, which in many of the examples that still survive is further beautified by its great age, the passage of centuries giving the surface of the vessels a bright, glossy, iridescent appearance, due to a decomposition of the outer surface. Roman glass was in many cases of remarkable delicacy and fragility; both plain and colored articles were made.

It is on record that many pieces sold for very high prices even in the days of the Cæsars. Nero himself was a connoisseur of glass. Is it not related that he paid 6000 sestertia for two small vases? The great beauty of such famous surviving pieces as the "Portland" vase in the British Museum and the fine vase in the Bourbon Museum, at Naples, are surely a sufficient indication of the considerable sums paid for such exquisite examples of the glassworker's art by the cognoscenti of ancient Rome.

Unhappily there is far too little left of the beautiful handiwork of the ancient Eastern glassmakers. But though we lack the substances we in many cases possess the "shadow," for the shapes and styles so cunningly wrought by the glassworkers of Damascus and Byzantium have been very generally perpetuated by Western imitators. In the British Museum are some reputed Byzantine bowls. Again, at St. Mark's, Venice, are exhibited various cups and bowls of Byzantine style, and these are believed to have been brought from the East by returning crusaders in the days of Richard Coeur de Leon.

Of Persian workmanship is a fine glass ornamental bowl to be seen in Paris. This is a shallow basin of gold, with decorations of rosettes and lozenges fashioned from white and green glass; it is attributed to the sixth century.

In glassmaking Venice stands as a link between old and new. It is believed that the famous industry associated with Venice had its beginnings in the fifth century, when the first glass factory was founded by a party of refugees fleeing from the murderous hosts of Attila, the Hun.

The manufacture grew and prospered and endured for centuries. All the world came to Venice for glass; it was the mode, the "proper thing," of the period. Venetian glassmaking was an art, and its followers were artists whom high-born Venetians delighted to honor. Much beautiful glass has been made in the factories of France and Germany, which came into existence at various dates in the fourteenth century.

The Britons, even before the Roman invasion, understood the making of glass, albeit their achievements appear to have been somewhat primitive and restricted to a few types of small vessels and beads. In Saxon days many drinking cups were made of glass, but during the Middle Ages the art and mystery of glassmaking appears to have been conspicuous chiefly by its non-existence in those islands.

Toward the end of the fifteenth century there appears to have been an increase in British glassmaking, and in Elizabeth's reign glass of superior quality was manufactured in London and elsewhere.

PACKING FOR EXPORT.

IN the "Daily Consular and Trade Reports" of a recent date is a paragraph which we commend to manufacturers, not only with reference to their foreign trade, but for domestic packing also:

"When it is absolutely necessary to use a packing case, it seems that business houses in the United States do not exert themselves to get those of the lightest possible material. The English make effective use of cases made of three-ply veneer reenforced by poplar strips. The Germans and the Italians are making packing cases of a sort of papier-mache, or fiber pressed until it is almost as hard as sheet iron. It is light, strong, waterproof and damp proof, and is about the minimum of lightness and maximum of durability. Comparison in San Jose, Costa Rica, of this with other packing materials in the warehouse of a well-known importer showed that it was really the lightest and at the time the strongest, and saved him more money on his shipments than any other material used. If business houses of the United States wish their trade to expand greatly and be mutually satisfactory they must give more study and care to packing, and must be able to meet competition of foreign houses in this particular."

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JUNE 11, 1914.

THE MULTIPLICITY OF PATTERNS.

MANUFACTURERS will soon be engaged in preparing new patterns for next season—some are already at work—and there will be added to those on the market thousands of new ornamentations. It costs a lot of money to put them out, and only about one in ten is a success. For instance, a manufacturer decides on fifty new designs—the best selections according to his judgment out of hundreds that he has inspected—but when put on sale the public rejects half of them entirely, and of the remainder only five will be accepted in quantity. Another five will sell just enough to encourage the maker to believe that they will go eventually; so he makes up stock which he finally closes out at any price he can get. He loses all that he has put into the non-sellers, and must make enough profit on the successful patterns to pay the losses on the others.

It is a hard proposition to know just what to do. Sometimes a design that does not sell in the beginning will suddenly "take" with buyers and go finely; and contrariwise a pattern which was good at the start will drop off in demand to almost nothing after a little while.

Manufacturers agree that too many patterns are made, but claim that the buyers make it imperative by insisting on new goods being produced each season. The latter get tired of the old patterns, forgetting that the public does not see them as often as they do; and because they are tired of them will often replace a successful design with something else simply because it is new, or take on another for the sake of variety, with the result that the retailer has more patterns on sale than is

wise. His capital will not permit him to keep stocked up on so many; consequently he is always short of matchings. He pays interest and storage on the deficient lines, and gets poor returns on his stock as a whole.

When a manufacturer has learned which of the five or more patterns are likely to be successful, the sooner he cleans out the rest the better for him. With the successful ones of last year and the year before, and even perhaps of the year before that, he may have fifteen or twenty good things to run, and will find that number quite enough.

If the retailer would eliminate all the slow sellers promptly, and keep his stock of actively-moving ones up to the limit, he would reduce the number of his patterns probably one-half and make more money.

PERSONAL.

TWO or three years ago E. F. Anderson, of George F. Bassett & Co., gave the date and steamer on which he was to sail for Europe, the day being that on which the CROCKERY AND GLASS JOURNAL was issued. On the morning following its publication one of the first people the writer met on the street was Mr. Anderson. He had changed his mind about sailing, and had some fun at our expense over what he called the misstatement. Now he is booked to sail for Europe on the Adriatic, leaving to-day, Thursday, June 11. If he doesn't go, don't blame us.



H. S. Mirrielees, local manager for Manning, Bowman & Co., spent the first half of the week at the factory, Meriden, Conn.



Harry L. Seixas, representing Edward Boote's lines, returned last Saturday from an extensive Western trip. He left again on Monday for a week's visit to the trade in Philadelphia and Washington, after which he will return home for the summer.



Ben Friedman, formerly with the Stewart Glass Co., has been engaged by C. B. & J. Warner to call on trade in the metropolitan district.



Louis Koch, Henry Saul, C. Hauser, Fred Herr and Albert Brech, road representatives for Bawo & Dotter, all returned from trips through their respective territories the latter part of last week.



A. H. Ledden of Bates & Ledden, returned last Friday after spending a week at the factory of the Guernsey Co., Cambridge, O. One of the firm pays a visit there at least once every six months to keep in touch with things. Mr. Ledden also stopped off at Buf-

falo to visit the Buffalo Pottery, which he represents individually.

W. F. Upham returned on Monday from a several days' visit to the Stott Bros. factory, Philadelphia, whose line of cut glass he represents here.

M. S. Benford, who sells Emil Kupfer's line of cut glass, returned this week from a several months' trip to the Coast.

Felix Kohn, formerly assistant buyer of china and housefurnishing goods with the Henry Siegel Co., Boston, has become assistant to H. J. Moscovitz in the same departments of the Simpson-Crawford Co., this city.

H. Benedikt, who has been spending a week at the plant of the Smith-Phillips China Co., East Liverpool, has returned to his desk.

Arthur J. Bennett, president of the Cambridge Glass Co., spent two or three days in New York the latter part of last week visiting D. King Irwin, the New York representative.

O. L. Sutherland is back from his long Western trip for George F. Bassett & Co. He has a large following in his territory and always manages to get orders. In spite of conditions this year he has satisfied his firm and himself in that direction.

Laura Hymes, formerly assistant buyer of china, glassware and housefurnishings for Barnett Bros., Seventy-fourth street and Columbus avenue, has been made head of the department in place of Charles Milholland, who now confines himself solely to the interests of the department at the Price & Rozenbaum store, Brooklyn.

Senator O. H. Brown, Spring Lake, N. J., who was one of the buyers in the market this week, reports that the summer season has opened up very satisfactorily and that business has been in keeping with it.

Mr. Steinbach, Jr., buyer for Jacob Steinbach, Long Branch, N. J., also reports business very good. And the frequent buying trips he now makes bears out his statement.

E. C. Ledger and Chas. H. Humings, traveling for Wm. S. Pitcairn, returned this week from their trips.

B. H. Schneider, a representative of Max Kray & Co., Berlin, manufacturers of illuminating glassware, for whose line B. Tomby became the American agent

recently, sailed for home on Tuesday on the Kronprinz Wilhelm after spending several months here assisting Mr. Tomby in introducing the line to the trade. Mr. Schneider is possessed of a very genial personality and made many friends here who will look forward to seeing him again in the future.

Hugh C. Edmiston, who has been in Europe for several weeks on a visit to the factories which he represents in this country, returned home last week.

Much surprise was caused here by the report that Richard A. Cavanaugh, familiarly known in the trade as "Dick," for several years buyer for A. Lisner, Washington, D. C., has severed his connection with that concern.

E. W. King, office manager for J. J. Hines, leaves on Saturday accompanied by his family for a two weeks' vacation in Boston and vicinity.

W. S. George, head of the W. S. George Pottery Co., East Palestine, O., accompanied by Mr. Logan, also of the concern, arrived in the city on Tuesday to spend several days here. On Wednesday they called upon several of their friends in the District.

Arthur A. Matthews, formerly with Bawo & Dotter, has accepted a position with the Art China Import Co. to travel through the South.

Wm. S. Pitcairn, who has been in Europe for several weeks on his annual tour of the factories he represents here, is expected home next week.

A. Abrams, representing the Consolidated Cut Glass Co., returned last week from his trip through the South.

George Hamilton, representing Edw. B. Dickinson's English lines on the road, returned home last week after a successful trip.

F. W. Gardner, of the Cut Glass Products Co. and Mills, Gardner & Co., Chicago, has resigned from the former concern to accept the position of buyer of china and glassware for Boggs & Buhl, Pittsburgh, taking the place of T. A. Neely, who resigned from the concern June 8 after having been with them for ten years. Mr. Neely will take a much-needed rest and has several things in view for the future, but as yet has made no definite arrangements. Mr. Gardner came here from Chicago several months ago, and has since made his headquarters at the office of the Cut Glass Products Co. He left last week to assume his new duties. The New

York office of the Cut Glass Products Co. will be continued under the management of C. H. Taylor.



Other buyers in town were C. D. Elwell, for Sears, Roebuck & Co., Chicago; J. A. Hahn, for Lion Dry Goods Co., Toledo, O.; B. F. Welden, of Sisson Bros.-Welden Co., Binghamton, N. Y.; J. J. Spandorfer, Norfolk, Va.; J. B. Stocking, Westfield, Mass.; W. B. Stanton, for Stewart & Co., Baltimore; A. A. Breton, for Shartenburg & Robinson, New Haven.

A SUCCESSFUL SELLING PROPOSITION.

FALL RIVER MASS., June 5, 1914.

Editor CROCKERY AND GLASS JOURNAL.

Enclosed find \$2 for subscription. Would say I take a great deal of pleasure in reading the CROCKERY AND GLASS JOURNAL, as, unlike many trade papers, you keep in very close touch with trade conditions throughout the country, as well as telling from time to time the whereabouts and the doings of those in the trade whom we are pleased to hear from.

We have seen a decided change in business within the last ten days, and we now find we are going ahead considerably over our sales of last year for this particular period. A new departure from the regular way of displaying wedding gifts has been instituted in our china department. We have a table arranged with our biggest values, such as chafing dishes, vases, chocolate, berry and cake sets, also pieces of fancy china, displayed in a similar fashion to a window display with velvet for a covering. This table is not overcrowded, but so artistically arranged that it attracts the customer out to buy a wedding present. The articles on this table are all priced at \$5, and it has proved a big selling proposition. We mention this table in our advertisements about once a week.

BERNARD G. TWITCHELL.
Buyer for R. A. McWhirr Co.

ANOTHER POTTERY DAMAGED.

FIRE, which started in the packing shed of the Carrollton (O.) Pottery Co.'s plant on the night of June 5, caused a loss estimated at \$60,000 and threw into idleness between 350 and 400 workers. The blaze spread rapidly to the clay shops and through the sample rooms and office departments. A large amount of both finished and unfinished ware was destroyed. A shortage in the water supply handicapped the firemen in fighting the blaze. As soon as insurance is adjusted the parts damaged will be rebuilt.

A letter from the secretary of the company says: "Packing shed and office completely burned out, but balance of factory untouched, which enables us to go right on with our business, and we have opened up a new office, secured new furniture, and are doing business as usual, with the exception of the inconvenience which the loss of some of our records has caused us. All of our customers will be given our usual good at-

tention. We estimate the loss at \$50,000 to \$60,000, fairly well covered by insurance. Rebuilding of the parts burned will be commenced at once, as the walls are all standing and appear to be in good condition."

The pottery was built by E. L. Henderson and A. E. Albright, both formerly of East Liverpool. Just a few hours before the fire the interest held in the company by Mr. Albright was purchased by Mr. Henderson for \$83,000, thus making him the sole owner of the plant.

This is the third pottery to suffer loss by storm and fire within as many weeks. First, a wind-storm damaged the plant of the Pennsylvania China Co., at Kittanning, Pa., and lightning later struck the plant of the Crooksville China Co., at Crooksville, O.

THE GOLFERS.

THE next game of golf among the crockery men is scheduled for June 25 at the Essex County links. Eugene H. Peck intends offering a prize, and there may be others. So far as we can ascertain, no definite arrangements have been made up to this date, but early action will no doubt be taken, as the time for the game is only two weeks away.

BUSINESS WISDOM.

WHEN you hire a clerk you simply buy a certain amount of his time, to be used as you direct. If you direct wrong, or he wastes part of his time, you lose.

Advertising, properly directed, is one of the most productive expenditures of the modern retail store, but misdirected advertising can be very wasteful, or even harmful.

Much merchandise is damaged by poor packing. Some money is wasted in the course of a year through the use of bigger boxes than is necessary and through the waste of time in packing—time which is paid for with good money and which, if saved, could be used for other work.

All leaks and other expenses in your business have to be paid at their full face value, whether you see them or not. All expenses are going to come out of the gross profits, whether they are put down as a part of the cost of doing business or not. If the sheriff gets your business, don't let it be said that he got it because you guessed at your expenses.

YOU cannot get rich by putting off the payment of your debts.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

The McNicol China Co., which will erect a seven-kiln pottery at Clarksburg, W. Va., has started excavating for the foundations. The Baltimore & Ohio Railroad Co. will have the siding to the site finished next week. It is the intent of the concern to start manufacturing not later than November 1. The production will be confined to a high grade line of dinnerware and possibly a few specialties.

George R. Ahrendts, treasurer of the Consolidated Manufacturers' Co., which is building a seven-kiln plant at Grafton, W. Va., advises us that operations will start by August 1. The plant covers four acres of ground, and is constructed so that the kiln capacity can be increased to double its original size without crowding the working or storage room. The plans are pronounced the "last word" in pottery construction.

The demand for souvenir calendar plaques this season is said by manufacturers to be heavy. A large volume of futures has been booked, and some orders have been shipped already. Starting in August, the plaques will go out in large lots, and will continue to move until December. The "Panama Canal" treatment has proved the best seller so far this season.

Local representatives of supply houses said this week that since June 1 there had been a decided increase in orders for all kinds of materials.

Many manufacturers are receiving letters and wires urging immediate shipment of orders previously placed. This indicates just how busy the majority of the local potteries are. It was said this week by one local manufacturer that he had orders on his books that were received in January, and that even then early delivery was wanted.

A very good demand for jardinières is reported by manufacturers in that line. This is of course the busy season, as so many buyers desire the "jars" for porch use. Florists have been buying the smaller sizes in good volume of late, selling jars and plants together,

and large department stores have been holding special sales on these lines—all of which has resulted in much new business.

H. H. C. Hammerton, who about a year ago was interested in the formation of the Belmar China Co., has given up that deal and is now promoting another stock proposition hereabouts.

Mr. Ross, representing the Cash Hotel Supply Co., Kansas City Mo., was in the district recently placing business for immediate delivery. He said that Western trade was good, and that the prospects of a heavy crop were proving a boon to business.

Contracts were awarded this week for the rebuilding of those parts of the plant of the Pennsylvania China Co., at Kittanning, Pa., damaged by a severe wind storm several weeks ago, and orders have been given the contractors to rush the work as speedily as possible.

The Sebring Pottery Co. has started the erection of a two-kiln addition to its plant at Sebring, O., and other parts of the plant are being changed to take care of the increased production that will ensue. Trade conditions in all the Sebring plants are reported to be up to normal, and all are making their full quota of kilns per week.

"New business is coming in pretty good," said an official of the Smith-Phillips China Co. this week. "Shipments are just about equal to the receipt of new orders. Open stock dinnerware appears to be in demand, and we are evidently getting our share of the business."

With the capital stock increased from \$50,000 to \$70,000 the Kyoto Pottery Co., of DuBois, Pa., has started operations. M. I. McCreight is secretary of the concern, which will make a feature of white-lined cooking ware.

The selling of cheap white ware to those who have concessions with traveling carnival companies is getting to be quite a business. This ware is "sold to be broken,"

the "game" being to throw a ball at a plate or cover dish and break it. A higher price for "thirds" is obtained from the buyers of these goods than if they were sold to New York dealers in car lots.

* *

Fred B. Schott is president of the Mt. Clemens China Co., which recently broke ground at Mt. Clemens, Mich., for the erection of a new pottery, while Charles E. Doll, formerly with W. S. George at East Palestine, O., is the general manager.

POTTERY OF ANCIENT PERU FOR MUSEUM.

FROM the remote little town of Nazca, in southern Peru, a remarkable collection of Peruvian antiquities dating back, according to the archaeologists, 3,000 years, and possibly more, has just been received by the American Museum of Natural History.

In the collection are about 400 specimens of Nazca pottery of early workmanship, preceding the period of the Incas worshippers of the sun. It is by far the largest collection acquired by any museum in this country, and it is considered extremely doubtful if it could be duplicated.

Specimens of Nazca pottery are very rare. The town is a small one and its supply of specimens is naturally limited.

Soon after the museum's collection was forwarded to New York the Peruvian Government passed a law prohibiting the shipment of specimens of art to foreign countries. This new law now makes it practically impossible for any museum to acquire collections of any size of Nazca pottery.

There are three notable specimens in this collection representing the human form. The costumes are decorated—something uncommon in Nazca art. The fish, the bird and the puma or jaguar are used in these decorations.

While they are similar to other decorative pieces found in Peru, the Nazca specimens take on new form, according to an authority on Peruvian art and anthropology.

The Nazca specimens are noted for their wonderful tints. Most of the pieces are in an unusual state of preservation. This is partly accounted for by the dry sand of the region of Peru where the pottery was excavated.

On some of the Nazca jars are the figures of warriors throwing spears. Various other weapons are depicted. On other jars are the figures of ancient dancers.

The designs give an idea of the religion and mythology of the early Nazcas, and much can be learned of their customs, dress and mode of living.

Dr. Max Uhle, who discovered the Nazca pottery, expresses the belief that the ancient Peruvians were like the people of eastern Asia. They wore richly or-

namented clothing. A fabulous creature, part human and part monster, he said, is always pictured as wearing a rich feather crown like those of the Maya of Central America.

Although the musical instruments of these people are not represented in the present collection, on one of the jars may be noted the figure of an ancient playing on a pipe.

This early Peruvian art is so rare that a museum in Berlin has only four specimens of Nazca pottery.

OBITUARY.

FULL of years and honors, Sir James Fleming, the well-known Scotch potter, died at his home, Woodburn, Rutherglen, Scotland, on May 24, aged eighty-three. He was the father of J. Hamilton Fleming, a partner in the concern of W. H. Grindley & Co., Tunstall, England.

ANSWERING THE CALL OF THE WEST.

THE Imperial Glass Co., Bellaire, O., seeing the urgent need of an office to serve its multitude of customers throughout the West and South, which became apparent through hundreds of requests from buyers in those territories, has opened a branch at 402-3 Equitable Building, St. Louis Mo., under the efficient management of M. E. Lafferty, of Cox & Lafferty, the company's sales agents. The territory to be covered by a competent corps of salesmen through the St. Louis office is Missouri, Iowa, Nebraska, Kansas, Oklahoma, Arkansas, Tennessee and Kentucky. The concern is showing the complete line of Imperial table glassware at the new showrooms, also the company's comprehensive display of gas and electric shades. The salesmen are now on their territory through the various sections mentioned and are highly gratified at the reception they are meeting.

BEFORE placing your order for Cut Glass, see our line—"There's a reason."

Special sale items are a strong feature with us.

JOHN A. NELSON CO.

Incorporated,

2 and 4 East Twenty-third St., New York

AFFAIRS OF MELLEN & HEWES.

A MEETING of the creditors of Mellen & Hewes Co., Hartford, Conn., was held Tuesday, June 2, at the office of the Crockery Board of Trade, this city. A majority of the creditors were in favor of accepting the concern's offer of forty cents on the dollar, providing it could be shown that the business could be continued successfully after such settlement by materially reducing expenses, etc. However, no definite decision was reached, and matters stand just about the same as formerly. No time was set for another meeting.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

HELP WANTED.

SALESMAN—Competent to sell china, glassware and specialties in Kansas, Oklahoma and Missouri. Either representing entire line or assortments, which can be sold largely from photographs, as a side line on commission basis. A good opportunity for a live salesman to represent one of the best lines in the country from a thoroughly reliable house. References must accompany application. Address Box A907, this office.

FOR SALE.

REAL ESTATE and ruins of the plant of the East Palestine Pottery Co., East Palestine, Ohio, will be offered at public sale on the premises, Saturday, June 20th, 1914, at 2:30 p. m., Eastern standard time.

BUSINESS OPPORTUNITIES.

ACCOUNTS WANTED.—Glassware or crockery for New York State or adjoining territory, outside of New York city, on commission, by experienced, sober salesman who wishes to arrange for stronger line. Desires especially bar line of blown goods. Address Box A-906, this office.

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CROCKERY and GLASS JOURNAL

NEW YORK, JUNE 18, 1914.

THE CONDITION OF BUSINESS.



New York To hear, in June, of sales in goodly numbers, though small, is gratifying. The demand from stock in the hands of importers during the past week has been better than it was in the corresponding week last year, and reports from the glass houses show that dealers are beginning to awaken to the fact that the factories will be shut down soon for at least two weeks, and possibly more.

Domestic potters are still behind on orders, and if they had had the facilities to turn out goods more promptly they would undoubtedly be now getting orders which perforce they lost because of slow shipments. The manufacturing potters are not so much to blame for their delinquencies in this respect as the workmen, or, rather, the lack of workmen, for it has been impossible to get enough operative potters to meet the demand. One reason for this shortage is because of the union rule regarding apprentices. The shortsighted policy which has prevented the education of young men is being felt now. When this rule was mooted the CROCKERY AND GLASS JOURNAL prophesied that the time would come when the men would regret their action. The prophecy has been fulfilled. It is not too late, however, to modify this rule and increase the number of apprentices, for they will surely be needed. More potteries are to be erected within the next twelve months, and it is to be hoped that at the next convention of the operative potters there will be someone wise enough to offer a resolution favoring the training of young men.

Retail trade in and around New York is normal, and three or four prominent houses are doing even a little better than they expected. It goes without say-

ing that these are the concerns which carry plenty of stock. As we mentioned a little while ago, housewives soon learn to know the firms from whom they can obtain goods at all times, and as there is no advertisement better than a satisfied customer it may be safely said that these satisfied ones tell their friends.

At interior points retail trade has been better than the dealers really thought. Many a buyer who was complaining about the condition of business now finds that he is fully abreast of last year, and in many instances ahead. This condition is corroborated by the wholesalers in the interior, many of whom have done more than well.

The prospects for an early, good fall business grow brighter as the time approaches. The railroads are taking encouragement from advance information as to the increase in freight rates. While the exact facts are not known, enough has leaked out to show that there will be an advance granted in a large number of instances. Not all will get the five per cent, though it is stated some will be allowed more. The commission has examined conditions very carefully and will grant the increase where it is needed. It is also reported that in some instances there will be a decrease. The intent is to equalize rates in every direction. Five per cent is not a large sum except by comparison, but it means millions to the railroad business of the United States. Cut it in half and the increase would mean the salvation of many a road. And the consumer would never feel it.

Weather conditions have been ideal for the growth of crops, and the wheat yield will in all probability exceed the Government estimates. Fruits and berries are

more prolific than for many years, and the quality is exceedingly fine. The railroads are preparing to move these immense crops and necessarily are employing more labor. No boom is expected, nor is it desired; but after a season of under-consumption in almost every commodity, with the banks overflowing with money and everything making for a better trade, it does not seem possible that the depressing conditions which have existed for so long can continue through the coming fall. The crockery and glass trade is optimistic in this respect, and its members are making every endeavor to be prepared for the revival of business when it comes.

Pittsburgh and Vicinity

Some factories are doing a heavy volume of business, while others report demand as from fair to slow.

Hardly any two reports conform. Some lines are selling exceptionally well, while others are exceedingly dull. Factories manufacturing popular-priced goods are said to be very active, however.

East Liverpool and Vicinity

There has been a slackening up in orders with local pottery manufacturers during the past week. This, however, has been expected by the trade, for two reasons; first, on account of the season; secondly, because of the general business conditions existing throughout the country. Still, there is enough business on the order files to keep the plants fairly active for some time to come.

SAN FRANCISCO AND THE COAST.

BUSINESS at the wholesale crockery and glass warehouses is rather quiet, but the men on the road are doing well.

Nine of the exhibit palaces of the Panama-Pacific International Exposition have been completed and accepted, and the other two will be ready before July 1. Exhibits are already being installed.

A. T. Lloyd, manager of the Baker-Smith Co., left a few days ago for Sacramento en route to the Northwest, to be gone about five weeks.

Hugh E. King, representing the Sterling Glass Co., Cincinnati, with headquarters in Chicago, is expected by the local trade shortly.

C. C. Kutz, salesman at the local office of the Plume & Atwood Mfg. Co., is calling on the trade in the San Joaquin Valley and plans to go to the extreme southern part of the State before returning to headquarters. Dudley Smith is back at the office after an illness of three weeks. Word has been received from

Manager Geo. A. Boomer of very good business in Portland and Tacoma.

A. W. Ottenheimer, of Ottenheimer Bros., has just returned from an automobile trip in the Salinas Valley, where he found conditions improved, and their traveler, John A. Sauer, came in a few days ago from the San Joaquin district.

Chas. Magee, from the New York office of Bawo & Dotter, was a recent visitor to the San Francisco trade. After spending two days at the local sample rooms he left for Los Angeles.

Clifton Lewis is calling on the trade in the southern part of the State in the interest of the Pittsburgh Lamp, Brass and Glass Co., and is not expected home until the end of the month.

E. V. Saunders, treasurer of A. I. Hall & Son, was a passenger on the "Matsonia" from the Hawaiian Islands. He had been gone about six weeks.

F. Ivery was a recent visitor to the trade in the interest of the Daggett & Curry lamp line.

W. E. Graves, local representative of the Pairpoint Corporation, received samples recently of a new style electric portable with hand-decorated porcelain standard which is attracting favorable attention.

Geo. W. Bockman is making some of the interior towns with samples from the Fostoria Glass Co. showing the new crimson rose line of table glassware, a line of stemware in opal glass with hand-painted blue-bird decoration, and two designs of crystal tumblers having a frosted band at the top on which are painted crimson rose and poinsetta patterns.

F. W. Dohrmann, Sr., president of the Emporium and of the Dohrmann crockery and housefurnishing stores, continues to improve from his recent operation, to the gratification of his many friends in the trade.

A. H. Bullion, manufacturers' agent, has secured new quarters on the fifth floor of the Kamm Building which face on Market street and have excellent lighting facilities. He will move from the third floor as soon as the new offices can be put in readiness.

Walter H. Hovey has severed his connection with W. J. Browne & Co., manufacturers' agents in the Kamm Building, after a long service.

At the local sample rooms of A. C. McClurg & Co., under the supervision of M. L. Weil, holiday lines are now ready for the inspection of the trade.

IF you cannot appreciate greatness in another man it is because you have an exaggerated idea of your own importance.

THE METROPOLITAN MARKET

THE entrance to A. H. Heisey's beautiful new show-room in the Fifth Avenue Building is very impressive, with its glistening mirrored walls and tables filled with shining glassware. Several improvements that have just been completed add to the beauty of the room. The office partition which occupied one corner has been removed, and in its stead the wall has been mirror lined and the display tables so arranged as to form a square for the desks of Manager A. H. Bean and his assistants. The new 'phone number is "Gramercy 549." Jot it down now before you forget it.

L. Straus & Sons are daily receiving importations of new fall goods, the result of the efforts of Louis Hinrichs, the concern's European buyer, who recently returned from a several months' trip abroad. Early in July it is expected that the whole line will be on display, when Mr. Hinrichs promises one of the largest and most beautiful showings of both staples and fancy wares ever made by the concern. Some exquisite things in art wares will be a feature, including particularly fine bronzes, ivories and marbles.

A new line for which Edw. B. Dickinson has just become the agent in the United States is that of R. H. & S. L. Plant, Tunstall, England, and he is showing some particularly pretty patterns on English bone china from the concern. The color combinations are exquisite.

A remarkably dainty and effective line of fancy china is being shown by the Strobel & Wilken Co., the decorations being Dutch marine and land scenes in Delft blue, and the shapes decidedly quaint.

Thos. G. Jones is displaying items of unusual attractiveness from the Economy Tumbler Co., among which is a very dainty punch set decidedly different from what is usually seen. The bowl and glass are of a tall bell shape, the former having a rather wide turned edge. The only decoration is a well-executed needle etched

border in a grape design. This same shape is also seen in a salad bowl.

J. J. Hines has added a line of imported cut glass perfume and smelling-salts bottles which show new ideas in designs and shapes. It is a very complete assortment, comprising patterns from the most simple to the very elaborate.

A new line of table glassware in an imitation cut pattern from the Fostoria Glass Co. is being shown by John Nixon. The design is an exact copy of an all-over mitre cutting and is so well done that only close inspection reveals it to be other than genuine. It is displayed in a variety of pieces for table use.

The Ryon Mfg. and Sales Co. announce that the R. H. Pittman Co., Lawrenceville, Pa., whose line of cut glass they represent, have in preparation at the factory an extensive assortment of original floral and mitre cuttings which will consist almost entirely of "specials" and that the concern will inaugurate a policy of turning out at least one special item a month.

A new line of glass jars for displaying candy has just been produced by the United States Glass Co. in their Sheraton style decoration. They are especially desirable not only because of their beauty, but for the reason that they require only a small amount of space, being made in a tall narrow shape which tapers towards the top, enabling them to be set close together while having the appearance of being apart. They are shown in three sizes.

The new showroom of the J. D. Bergen Co. and Kiefer Bros., Inc., room 264, Fifth Avenue Building, will easily rank with the finest in the trade. Mahogany fixtures matching the woodwork of the room make a very harmonious combination with the cream-colored walls and floor covering of green. Handsome glass-enclosed fixtures adorn two sides of the room, while the

other wall spaces are lined with glass shelves. Long mirror-topped tables occupy the center of the room, and rich semi-indirect fixtures light the place effectively. The production from both factories makes a magnificent display, the cut glass samples from the Bergen factory alone numbering over six hundred pieces.

The John A. Nelson Co. are continually turning out new items in cut glass that are different from those ordinarily seen, and the attractive prices and extensive display of special-sale items and assortments at their salesroom in the Bartholdi Building, 2 and 4 East Twenty-third street, are always a source of interest to the buyer. Several new pieces have just been added in their popular triangular rose pattern.

Otto Thurnauer has removed from 215 Fourth Avenue to new showrooms at 28 West Twenty-second street.

A. A. Bean again represents the Laurel Cut Glass Co. in the metropolitan district. He had been local agent for the concern until the first of this year, when he gave up the line. The full assortment of samples is now being displayed by Mr. Bean.

JOTTINGS FROM BOSTON.

BUSINESS has been more brisk this week than for some time past. The traveling men have been booking far better orders, and the big department stores in this city have increased their sales noticeably, especially those which have been tempting the public with bargains of various sorts. The wholesalers have had a real rush of orders for hotels and cottages, the warm weather having started the people towards the mountains and seashore. Among the buyers in town were James E. Hogan, Shartenberg & Robinson Co., Pawtucket, R. I.; W. F. Halliwell, C. T. Sherer Co., Worcester; F. W. Fisher, the Nelson Syndicate; J. E. Bostock, Taunton; Robert Smith, Hart & Howland, Fall River; Bernard Twitchell, R. A. McWhirr Co., Fall River; H. T. Robbins, Natick; R. A. Illsley, Barnard, Sumner & Putnam, Worcester; David Robertson, South Framingham; Beckford & Lynch, Quincy; Michael J. Ryan, Bon Marche, Lowell.

C. A. Weidemann, of the Laurel Cut Glass Co., Jermyn, Penn., has been at the Parker House this week with his samples.

A. H. Hews & Co. have started work rebuilding the storehouse which was burned three weeks ago.

The trade here is interested in the announcement by the railroads that beginning July 1 trunks and like receptacles with more than two bulging sides or with two such sides not opposite each other will not be

accepted as regular baggage. They have no objection to keeping trunks "right side up with care," but they want that side to be so flat that others may be piled atop. Trunks under the ban may be shipped by express the same as ever.

Several of the larger Boston stores have been re-joining this week over the arrest of a young man whom the police characterize as one of the most successful bad check workers that ever visited the city. They say he has admitted victimizing Smith-Patterson Co., Shepard-Norwell Co., Jordan-Marsh Co. and W. & A. Bacon Co., as well as hotels Touraine, Somerset, Copely-Plaza, Nottingham, Lenox and the Crawford House. He also worked several stores in Worcester.

James M. Uniack, traveling man for the Hunt Cut Glass Co. and the Rochester Cut Tumbler Co., has returned from a successful trip through the South.

Val Bergen, representing the Columbia (Pa.) Cut Class Co., paid Boston a visit the other day.

D. J. Mahoney, salesman for the Pittsburgh Lamp, Brass and Glass Co.'s Boston office, is on a trip to the retail trade in Western Massachusetts and is sending back some good-sized orders.

G. A. Stuart, assistant treasurer for Mitchell, Woodbury Co., has been requested by the Western wholesalers to attend the meeting being held in New York City for the purpose of securing better rates on German china, reducing it to Rule 26 (third class), and to consider the proposition to raise common glassware from Rule 25 to second class. He has not yet decided whether he will be able to go as the representative of the New England trade, but expects to do so, as he has sometimes in previous years.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

F W Gremmels, t, Jos Horne Co, Pittsburgh. 60 W 33d.
C Smith, hf, t, Brown, Thomson & Co, Hartford. 2 Walker.

D L McCarthy, hf, c, J Long's Sons, Scranton. 315 Fourth ave.

J A Keller, hf, t, Denholm & McKay Co, Worcester. 2 Walker

E L Horning, Chillicothe, O.

W Pope, t, Higbee Co, Cleveland. 214 Church.

J Kohnfelder, hf, Kaufmann & Baer Co, Pittsburgh. 95 Madison ave.

W T Whitfield, Whitfield Hdwe Co, Hawkinsville, Ga.

L Brody, L Brody & Co, Philadelphia.

Mr Cortwright, Riegel & Cortwright, Bethlehem, Pa.

S J Watt, hf, c, Woodward & Lothrop, Washington, D C. 334 Fourth ave.

Illuminating Devices.

Hanging, Stand and Portable Lamps; Light-
ing Glassware, indirect and semi-indirect;
Domes, Shades, etc.

AT the Electrical Congress now meeting at Cracow, Austria, General Manager Lederer of the Austrian Westinghouse Co. demonstrated a new kind of incandescent lamp which substitutes rare gases for carbon or metal thread as the illuminating medium. The invention is considered a far-reaching innovation and made a marked impression on the experts present.

Manager Joseph Frechie, of the Pittsburgh Lamp, Brass and Glass Co., is placing on display this week over a hundred new designs in portables. What is



BY THE PITTSBURGH LAMP, BRASS AND GLASS CO.

puzzling Mr. Frechie is where to put all his samples, for in spite of the greatly-increased space at his new showroom, 35 West Twenty-third street, the line more than fills it.

A very clever conception is a new semi-indirect bowl just put on display by Wm. Dougherty from the Consolidated Lamp and Glass Co. at the concern's salesroom, 66 West Broadway. A wide bulge at the bottom gives the bowl an odd shape that is quite differ-

ent from the ordinary. The finish, known as the "Taupe," is very dainty and extremely effective. A prettily-etched figured border, somewhat resembling the Grecian in design, adds its share to the harmonious result.

S. Sipser announces that he has taken the agency for the Western Lamp and Brass Works, Chicago, and will display its line of portable lamps and novelties at his new showrooms in the Flat Iron Building.

The Imperial Glass Co., Bellaire, O., have just issued a handsome fifty-two page catalogue showing their full line of gas and electric shades in cut, sand-blast and iridescent treatments. This is one of the most expensive catalogues ever published showing exclusively shades and globes. They will be pleased to mail it free of charge on request, and it will pay dealers to have it on their desks. A complete line of samples are on display at the following showrooms: Cox & Lafferty, 25 Park Place, New York; Earl W. Newton, 706 Kesner Bldg., Chicago; Cox & Lafferty, 402-403 Equitable Building St. Louis, Mo.

Some specials that have been assembled by the manager of the Bawo & Dotter lamp department are creating a great deal of interest. Among them is a solid mahogany boudoir lamp standing fourteen inches high, fitted with a pretty cretonne shade in any color desired. This is priced astonishingly low, enabling the merchant to sell it at an especially attractive price and at the same time make a good profit.

The American Art Glass Co. will have many new items in portables and domes to interest the buyer at the opening of the season.

The Bradley & Hubbard Mfg. Co. have refuted the old saying that "there is nothing new under the sun" by evolving a line of indirect-lighting portables. Nothing approaching these new conceptions has heretofore been attempted. They are patented, and will be put upon the market in time for the early fall trade.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending
June 16, 1914.

ANTWERP

7 packages chinaware	Strobel & Wilken Co
6 " earthenware	"
31 " "	Bawo & Dotter
30 " "	L Straus & Sons
20 " "	O Goetz
2 " "	Koscherak Bros
27 " "	G F Bassett & Co
144 " "	Miscellaneous Orders
12 " glassware	Fensterer & Ruhe
7 " "	Bawo & Dotter
132 " "	Miscellaneous Orders
203 " toys	Geo Borgfeldt & Co
6 " "	B Illfelder & Co
13 " "	Strobel & Wilken Co
934 " "	Miscellaneous Orders

BREMEN

18 packages glassware	Strobel & Wilken Co
1 " "	Miscellaneous Orders
16 " earthenware	O Goetz
20 " "	Miscellaneous Orders
16 " chinaware	Strobel & Wilken Co
2 " toys	Geo Borgfeldt & Co
40 " "	F A O Schwartz
1 " "	C B Rouss
134 " "	Strobel & Wilken Co
54 " "	Miscellaneous Orders

LIVERPOOL

25 packages earthenware	W S Pitcairn
10 " "	F W Woolworth & Co
18 " "	Maddock & Miller
23 " "	L Straus & Sons
6 " "	Fondeville & Van Iderstine
9 " "	H C Edmiston
42 " "	Miscellaneous Orders
21 " chinaware	Meakin & Ridgway
4 " "	W H Plummer
6 " "	Miscellaneous Orders
18 " toys	Geo Borgfeldt & Co

FIUME

15 packages toys	Strobel & Wilken Co
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HAMBURG

7 packages glassware	Strobel & Wilken Co
18 " "	L D Bloch & Co
4 " "	F Bing & Co
35 " "	W R Noe & Sons
49 " "	Miscellaneous Orders
26 " chinaware	Strobel & Wilken Co
18 " earthenware	Bawo & Dotter
20 " "	O Goetz
6 " "	J Palme
50 " "	C L Dwenger
38 " "	L D Bloch & Co
17 " "	Gr ham & Zenger
103 " "	F W Woolworth
38 " "	L Straus & Sons
15 " "	B Tomby
133 " "	Geo Borgfeldt & Co
211 " "	Miscellaneous Orders
16 " toys	B Illfelder & Co
292 " "	F W Woolworth
73 " "	Geo Borgfeldt & Co
103 " "	Strobel & Wilken Co
430 " "	Miscellaneous Orders

LONDON

7 packages toys	Geo Borgfeldt & Co
22 " "	Miscellaneous Orders

HAVRE

9 packages earthenware	Bawo & Dotter
23 " "	Haviland & Abbot Co
11 " "	H R Churchill
1 " "	Miscellaneous Orders
17 " chinaware	Vogt & Dose
3 " "	F Bing & Co
27 " "	A G Moment
40 " "	Justin Tharaud
40 " "	H Creange
43 " "	Wm Guerin & Co
37 " "	L Straus & Sons
31 " "	Herman C Kupper
480 " "	Theodore Haviland & Co
26 " "	Miscellaneous Orders
50 " toys	Strobel & Wilken Co

CHRISTIANA

80 packages toys	Geo Borgfeldt & Co
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ROTTERDAM

38 packages glassware	Fensterer & Ruhe
31 " earthenware	Geo Borgfeldt & Co
21 " "	L Straus & Sons
4 " "	L D Bloch & Co
8 " "	Miscellaneous Orders
71 " toys	B Illfelder
13 " "	Samstag & Hilder Bros
71 " "	A Steinhart & Bro
96 " "	Miscellaneous Orders

SOUTHAMPTON

41 packages earthenware	Haviland & Abbot Co
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IMPORTS AT PORT OF BOSTON

LIVERPOOL

36 packages earthenware	Jones, McDuffee & Stratton Co
5 " "	Richard Briggs & Co
2 " "	American Express Co
23 " "	Mitchell Woodbury & Co
19 " "	F W Woolworth & Co
6 " "	Miscellaneous Orders

HAMBURG

34 packages earthenware	Jones McDuffee & Stratton Co
43 " "	W N Proctor & Co
2 " "	Strobel & Wilken Co
10 " "	American Express Co
59 " "	F W Woolworth
15 " "	Geo Borgfeldt & Co
2 " "	E A Runnells & Co
19 " "	L Wolf & Co

ANTWERP

23 packages earthenware	Jones, McDuffee & Stratton Co
6 " "	Davies, Turner & Co
8 " "	F W Woolworth
5 " "	American Express Co
1 " "	R F Downing & Co
45 " "	First National Bank
1 " "	Jordan Marsh Co

ROTTERDAM

50 packages earthenware	Geo Borgfeldt & Co
6 " "	Stone & Downer Co

BREMEN

4 packages earthenware	R F Downing & Co
11 " "	F W Woolworth
4 " "	Geo Borgfeldt & Co
2 " "	Miscellaneous Orders

LONDON

4 packages earthenware	D Heydemann
1 " "	Stone & Downer Co
5 " "	R H Stearns Co
8 " "	F Leyland & Co

AT CHICAGO.

OWING to the fact that a new building is to be erected on the site formerly occupied by Edward Miller & Co. at 105 North Wabash avenue, this company will now be found in their new location, 30 East Randolph street, where a full line of their latest designs in lighting fixtures may be seen. The following salesmen representing the Chicago branch of the concern are now on their respective territories: A. F. Warren and M. Schwartz, Southern States; N. E. Wilding, Southwestern States; Chas. N. Gilmore, Northern States; A. L. Brunn, Sr., Mountain States.

* *

The Central Cut Glass Co. have perfected the vacuum dipping machine on which they have been working for over a year past. This machine is used in dipping tumblers and other items in the acid bath, and it accomplishes ten times as much work as by the old process.

* *

H. O. Sams, traveler from the Chicago office of the Gleason-Tiebout Glass Co., has returned from an extended trip South.

* *

Space is now being offered in the new Garland Building, a strictly modern commercial-office building, now being erected at the corner of Wabash avenue and Washington street. It will be ready for occupancy April, 1915. Special inducements are offered to the china, glass and allied trades by James H. Aye, 5 North LaSalle street, who has charge of the renting.

* *

Hugh E. King is making his usual trip to the Pacific Coast States.

* *

The Johnson-Carlson Cut Glass Co. have their sample room in the building at 30 East Randolph street complete now with a full line of samples.

* *

H. A. Ross, general sales manager for the Pittsburgh Lamp, Brass and Glass Co., is visiting the Chicago office of the company this week. B. M. Griffith, superintendent of the factory at Allegheny, Pa., was here last week.

* *

M. J. Geary, local representative of Morimura Bros., is on a visit to the home office and incidentally taking a vacation. S. H. Lee is spending his vacation at his home town, Rochester, N. Y.

* *

Oscar Helm, of the Ira A. Jones Co., is on a business trip in Europe in the interest of his company. He is expected to return about the middle of July.

* *

J. A. Wilson, who has had the Geo. H. Bowman line here, has resigned his position with that company and taken the representation here of the Standard Aluminum Co., Two Rivers, Mich., and the Aluminum

Mfg. Co., Des Moines, Ia. Jack is very enthusiastic over his new lines, samples of which have just arrived. His office is in the Kesner building.

THE GOLFERS.

UNLESS something happens to prevent, the Pottery, Glass and Brass Golf Association will play on the Essex Country Club grounds Thursday, June 25. Several new players are expected to make their appearance, and an interesting game is looked for. Trains on the Delaware, Lackawanna & Western Railroad leave Barclay street at 8:00, 9:00, 9:30, 10:00 and 12:00 a.m.

PROBING THE DEPARTMENT STORES.

GRIEVANCES of dismissed employes, proposed establishment of conciliation boards by the employes of all large department stores, the enactment of a minimum wage law to control the wage scales of such establishments and similar places of business, the average weekly earnings of department store employes in this city, the willingness of the department store owners to permit the unionization of their sales and clerical working forces, were some of the much-investigated subjects taken up at the hearing before the United States Commission on Industrial Relations at the City Hall last week.

Incidentally the labor union representatives on the commission took the occasion virtually to force admissions from the store managers that they would either remain neutral or actively aid or agree to the formation of unions among their own store employes, should the attempt be made to unionize those establishments.

Preston P. Lynn, manager of John Wanamaker Company's store in this city, testified that the local Wanamaker store has 4,700 employes at present, 60 per cent of them being women. Less than 200 of the girls employed are under 16 years of age and none of the saleswomen are under 18. Including commissions, the average weekly income of the women was about \$12, Lynn said. Four hundred and seventeen women received more than \$9 a week and thirty-one receive less than \$8.

Louis Stewart, president of James McCreery & Co. and supervisor in general of the Clafin chain of stores throughout the country, explained that the sales force were paid a commission on sales over and above their weekly wage. The commissions are figured each month and have no relation to the profits or losses of the company. About 30 per cent of the sales force are men and 70 per cent women. Practically all of the saleswomen earn more than \$9 a week. The total force is 1,700. The average pay of all the sales force in the store is \$15 per week, including both men and women.

The women alone average about \$13.50 per week, men being paid slightly over that on the average. A force of 98 wagon boys are employed, only nine of whom are paid less than \$9 a week. Has no set minimum wage nor system of fines or penalties for tardiness.

Hiram C. Bloomingdale, of Bloomingdale Brothers, said the Bloomingdale department store employs a total force of 1,600 workers. The pay of the saleswomen ranges between \$8 and \$9 per week, although the lowest wage paid to girls over 16 years old is \$6 per week. The store has a force of 64 wagon boys, 57 of whom are paid between \$7 and \$8 a week.

Jacob Gimbel, of Gimbel Brothers, brought a laugh from the assembled crowd when he responded that Gimbel Brothers have only one store in this city—"at present." He said that the store has a total force of 1,294 saleswomen, the major portion of whom receive \$9 per week or more, 237 receive less than \$9 a week, and 150 less than \$8 a week. No commissions are paid. More than 200 salesmen earn a weekly wage of over \$14. Ninety-nine wagon boys are employed, 50 per cent of whom are paid less than \$8 a week. Questioned as to what was the minimum wage in the Gimbel store, witness asserted that there was no fixed minimum, but there was an "unwritten law," which prevails in employing help, to pay not less than \$6 per week, while the management prefers wherever possible to engage help at a start of from \$7 to \$9 per week.

Leslie Graff, of B. Altman & Co., said that not one of their 750 saleswomen got less than \$9 a week, and the average pay of their clerks was \$10.65.

Percy S. Straus, of R. H. Macy & Co., said that his firm employs 4,344 persons. There are 319 salesmen and 1,058 saleswomen. Of the saleswomen 578 receive over \$9 a week, 367 less than \$9, and 494 less than \$8.

Miss Gertrude B. Beeks, director of welfare work of the National Civic Federation, said: "Instead of finding the conditions particularly bad in New York stores, many unsuspected fine features were discovered: A lunch room in one where 2,000 employees are given lunch below cost each day, a relief room for elevator men in another, a beautiful roof solarium and playground in a third, and the substitution of the honor system for fines in a fourth. Others have such features as the distribution of cooled beverages twice daily in the summer, a circulating library, a drying room for wet garments, to prevent the workers from contracting colds; provision of distilled water, a chiropodist, an emergency hospital, the extension of vacation with pay to the stationary firemen, an expensive ventilation system in the basement of an old store a smokeproof stairway insuring the safety of the employees, encouragement of recreation plans and doctors and nurses to take care of the employees in the stores and at their homes, particular attention being given to the protection of the junior help."

W. H. Tucker, of the firm of Lord & Taylor, told of the comforts provided for the employees of that store. Among these are a gymnasium, an eye and ear infirm-

ary and a hospital. The fifty-four hour law is rigidly observed, he said, and three physicians are constantly on hand to attend to any of the 2,800 employees who may need attention. There is a fining system. Overtime is paid to porters and packers at 45 cents an hour. Other employees who work overtime receive supper money and extra time off on other days. The food given to the employees is examined by experts.

ANOTHER REMOVAL UPTOWN.

THE firm of Bates & Ledden, representing the Guernsey Earthenware Co., also each several lines individually, and now located at 66 West Broadway, are the latest to announce their intention of going uptown. They have leased the first loft at 16 West Twenty-third street, and will move there July 1. The Onondaga Pottery Co., which Mr. Ledden represents, will occupy part of the floor, relinquishing their present showroom in the Fifth Avenue Building. Bates & Ledden will fit the new quarters up very handsomely with mahogany fixtures and furniture.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

TO	Shipments month end'g May 27, '14	Correspond- ing period 1913	Exports Jan 1 to May 7, '14	Correspond ing period 1913
Boston	467	730	2660	3648
New York	813	578	4029	4097
Baltimore	502	345	3574	2557
Philadelphia	287	216	1154	1189
New Orleans	113	195	498	592
Newport News	12	....	49	35
San Francisco	91	92	399	502
Portland (Me.)	13	67	991	1283
Galveston	81	....	194	61
Portland (Or.) .....	....	70	....	161
Inland Points	5	111	255	336
Total	2384	2404	13803	14461

From the Freight and Shipping Circular of John Edwards & Co
Liverpool.

TO	Shipments week end'g May 30, '14	Correspond- ing period 1913	Exports Jan. 1 to May 30, '14	Correspond ing period 1913
New York	286	162	5052	4334
Boston	284	14	3011	3686
Philadelphia	57	19	1221	1335
Baltimore	575	188	405	2808
San Francisco	20	61	459	567
New Orleans .....	....	10	574	602
Portland (Me.) .....	....	...	994	1287
Galveston .....	....	....	194	61
Newport News .....	....	...	67	35
Portland (Or.) .....	....	....	....	169
Inland Points .....	....	23	109	237
Total	1222	477	15686	15121

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

The demand for jelly tumblers this season is as heavy as that of past years, if not a little more so. The crop outlook is so encouraging that

buyers are sending in orders on a most liberal scale. The packing trade is bound to be a heavy consumer of jelly lines this year, and indications are that the factories making these goods will do a good business throughout the season.

"Trade is about forty per cent off, and we don't look for an improvement soon," said one glass manufacturer this week.

The Macbeth-Evans Glass Co. is now handling a decorated line of blown tumblers, the decorating being done at Beaver, Pa.

From Charleroi, Pa., comes the announcement that a new decorating shop is to be established there for the purpose of decorating lighting glassware.

The Higbee Glass Co., Bridgeville, Pa., is working to capacity on general lines, the manufacturing of the vacuum bottle having been discontinued. "In fact," said Sales-manager Ira Clark, "we would like to have greater capacity to take care of our business."

Marion G. Bryce, president of the United States Glass Co., left last Friday for Lakewood, Chautauqua, where he accompanied his family for their summer outing.

The Beaver Decorating Co., a new concern at Beaver, Pa., is making a specialty of burnished silver decorated tumblers, stemware and sugars and creams.

Demand for decorated glass souvenir specialties continues strong, and the factories in this locality have a heavy volume of business on their books. Export trade is also reported firm, and equal to that of last year. Summer carnival concession owners have been

ordering on a liberal scale, and now that the country fair dates are announced more business is expected from those sources.

The Haskins Glass Co., Martins Ferry, O., started June 11 to operate its sixteen pots to capacity night and day. This is the first time in four months that the factory has been working full time. It is said this schedule will be maintained until the end of the present fire.

Inquiries for lighting glassware continue to be very active. All plants hereabouts making these goods report a favorable volume of business on hand.

Display jars are very active just now, and some of the factories making these lines have much business on hand. Packing houses, confectioners and summer drink purveyors are the heaviest buyers of these lines, the latter taking a special jar with a spigot attachment.

A report reached the district this week that O. G. Higbee, formerly of the Higbee Glass Co., and more recently located in Chicago, had left there with his family for Germany, where he will locate as the representative of a Chicago house in that country.

J. C. Rent, of the Duncan & Miller sales force, has finished his late spring trip, and is spending some time at the home office.

At a meeting of the directors of the Imperial Glass Co., Bellaire, held Tuesday afternoon, the usual 1½ per cent dividend, payable July 1, was declared. The report of Manager Victor G. Wicke was very gratifying and showed there was an increase in orders this year over those of last, despite the fact that there is at the present time a slight depression in business. The 6 per cent promissory notes issued July 1, 1910, as part of a 35 per cent dividend by the Imperial Glass Co. will be retired July 1, 1914. Holders are requested to surrender them to the Security Trust Co. at Wheeling, W. Va.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday

BY

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JUNE 18, 1914.

THE CROCKERY AND GLASS DEPARTMENT.

SPEAKING collectively, the department stores have not been a huge success as vendors of crockery and glassware. A few which have competent buyers, untrammelled by the merchandise men, have made money; but the majority have not, and in many cases only carry the lines because their competitors do. They know nothing about the business and take no pains to learn it. Their indifference to the department is shown when as a rule they locate it in the basement or some out-of-the-way place because they believe they can employ the street floor and other desirable space to better advantage.

There is money in the business, but they do not know how to get it. Generally speaking, their one idea is to sell cheaply. Quality is little considered; price is the main thing. They have thus caused reductions in figures all along the line, retail and wholesale. As a result they do not get enough profit. They have not awakened seemingly to the fact that overhead charges have more than doubled in the last few years. Where a twenty-five per cent margin once sufficed to see them safe, fifty per cent is now as small as they can charge and come out whole.

The time is coming, and is perhaps not far distant, when many dry goods stores will abandon their crockery departments—and most of the manufacturers and importers will be glad to see the trade go back to legitimate channels. A few who cater especially to the department stores will claim that a bigger volume of business is done through that medium than through the exclusive crockery and glassware shops. That is prob-

ably true; but just as many goods were sold per capita before such stores existed as are sold now, and much more money was made. With half the sales profits were twice as big.

It will be a great day for the trade when the dry goods store gives up the crockery and glass department, or at least learns to conduct the business on the lines of the regular establishments, where competent salespeople who understand the business are employed, instead of mere price-quoters, as are the majority of the girls in the department stores.

PERSONAL.

WHEN the yacht race from New Rochelle to Block Island, scheduled to start June 20, takes place, Wm. Friedlaender, of the firm of Oscar O. Friedlaender, will be one of the entrants with his racing sloop the "Wanderer," with which he has captured several prizes in the past. From Block Island he will spend a week cruising back to his summer home at Atlantic Highlands, with Newport as one of his stops. Mr. Friedlaender is an enthusiastic sportsman and the proud possessor of a collection of medals and other prizes won in different contests.



N. C. Walker, who calls on the trade through the Middle West for Meakin & Ridgway, returned last week from a very satisfactory trip through his territory.



Wm. S. Warrin returned on Monday after making a ten days' trip which included stops in this State, Pennsylvania and New Jersey. He says the results of his efforts prove that there is enough business to be had if one gets out and hustles for it.



Max Strensch spent last Friday calling on the Philadelphia trade in the interest of Koscherak Bros.



George S. Lemcke, of the Bawo & Dotter staff, is on his vacation.



Charles Hass, buyer for the S. & G. Gump Co., San Francisco, arrived last Saturday on the Vaterland from a several months' buying trip abroad, and after looking around the market here left for home Tuesday.



T. M. Edmiston, Newark, O., and J. D. Edmiston, Zanesville, O., visited the market together this week to place orders for their respective stores.



L. H. Fielding, of the Fielding-Behrend Stationery Co., manufacturers' agents, representing among their lines some cut glass factories, has resigned from the

company and is at present traveling through the West on a pleasure trip. The business will be continued with R. M. Griffin, who has been identified with the concern for some time, as the head, the name of the concern being changed to the Griffith Stationery Co.



W. H. Mendheim paid his first visit here in several months to buy goods for his store in Fairbanks, Alaska. He said that he had found business very satisfactory.



Robert Rawsthorne, Jr., of the well-known photo-engraving house of Pittsburgh, left his card with us last week. They have recently installed some modern devices in their new studio, and are up to date in all that pertains to half-tones, zinc etchings, etc.



H. B. Thistle, representing the Cox & Lafferty lines, returned this week from a long trip through New York and Connecticut, and after spending a few days here left for a vacation in Canada, where he has a summer home near Georgeville, Province of Quebec.



It is reported that Kenneth P. Lockitt, the popular young salesman with C. Dorflinger & Sons, thinks June an ideal month for weddings. Mr. Lockitt declines to say anything further at present, but promises details later.



H. Benedikt spent Monday and Tuesday calling on the trade with the Smith-Phillips China Co. and Cannonsburg Pottery Co. lines, and judging from the smile he was wearing when he returned he must have booked some good orders.



H. D. Carey, head of the Laurel Cut Glass Co., Jermyn, Pa., was a visitor to the city to confer with A. A. Bean, who again represents the concern's line here.



D. R. Block, formerly buyer of china, glassware and housefurnishings for the Furst Co., Jersey City, has accepted a position in the same capacity with Berg Bros., Philadelphia, and left to assume his new duties with the concern this week.



Thos. Shotton, the well-known glass manufacturer, together with Mrs. Shotton and a party of friends, sails next Tuesday on the Lusitania for a ten weeks' tour of the British Isles and will also visit several points on the Continent.



Charles Herman, formerly buyer for the J. L. Kesner Co., and who has been with Bernheimer Bros., Baltimore, Md., since the first of the year, where in addition to china, glassware and housefurnishings he buys the silverware, sporting goods and toys, has succeeded in increasing the business in each of his de-

partments to such an extent that it has been necessary to enlarge his quarters, giving him an additional space of 40x60. Mr. Herman's friends in the trade will shortly have the opportunity to congratulate him personally upon his success, as he expects to make a buying trip here within a couple of weeks.



L. Bernardaud, head of L. Bernardand & Co., who is now visiting this country, spent last week in Chicago.



A. L. Gump, of S. & G. Gump, San Francisco, accompanied by Mrs. Gump, arrived home from Europe Saturday on the Vaterland and proceeded home Wednesday.



Chas. A. Jacques, who has charge of the clock department at Bawo & Dotter's, sailed on the Provence this week for Europe.



Joseph Blaze, superintendent of the mold shop of the McKee Glass Works, Jeannette, Pa., was in the city last week conferring with Thos. G. Jones, the concern's agent here.



Wm. S. Pitcairn is expected home from Europe on the Lusitania, scheduled to arrive to-day.



Theo. J. Strater, of the bar supply concern of Herman Strater & Sons, Boston, placed some nice-sized orders with different concerns during the past week.



E. R. Thieler left for Boston on Monday and sailed from there Tuesday on the Cleveland for a visit to the Villeroy & Boch factory.



J. W. French, the genial representative of John Davison, sailed for Europe last week on the Aquitania on a combined business and pleasure trip. While there he will meet Mr. Davison, who sailed some time ago.



R. A. Cavanaugh, whose resignation from the employ of A. Lisner, Washington, D. C., was noted in our last issue, has accepted a position as manager and buyer of the housefurnishing department of the W. B. Moses & Sons furniture house in the same city.

BAWO & DOTTER OUTING.

JULY 11 is the date set for the annual outing of the Bawo & Dotter sales and office force, which will be held at the old favorite Wetzels Grove and Casino, College Point. The committee, which consists of Maximillian Goecke, Geo. A. Fehn and Lawrence Lankas, is hard at work on the arrangements. The usual games and other amusements will be indulged in.

OBITUARY.

THE trade will learn with keen regret of the death by drowning of George Warrin, head of Warrin & Son, 49 51 Wooster street, decorators of china and glassware, on Monday night. It was the first day Mr. Warrin had been at his place of business in several weeks, owing to trouble with one of his feet, from which he had suffered for some time. He left for his home in Hackensack, N. J., at the usual hour, and it is thought by mistake took an eastbound car instead of one going west to reach the Edgewater ferry at 129 the street, and after alighting and while looking for the ferry accidentally fell into the water, his body being discovered in the Harlem River early Tuesday morning.

He was in his seventy-seventh year and leaves a widow, three daughters and three sons—Edmonson and Daniel having been associated with him in business, and Wm. M., well known in the trade as an agent for pottery and glassware factories.

Mr. Warrin was an expert decorator and was known throughout the trade both in this country and in England, having been in the glass and china decorating business since 1860. At one time he was a member of the New Jersey Legislature and of the Jersey City Board of Education which opened the first public school in that city.

BEWARE OF CHECKS "IN FULL."

SOME interesting information regarding the status in North Carolina of checks marked "in full" is contained in a recent monthly letter of the National Association of Credit Men. It says:

"Some of our members have received and accepted checks from North Carolina debtors marked 'in full,' which really were insufficient to make full settlement. In trying to collect the balance it was found impossible in the lower courts of the State to force further payment. On inquiry we find that magistrates' courts in North Carolina with and without jury usually render judgment in favor of the defendant where a disputed balance is under contention and 'in full' checks had been accepted by the plaintiff. So far as can be found, these decisions have not been overruled by the higher courts of the State. It seems, then, that the only safe procedure for credit men is to return such checks coming from North Carolina."

BUSINESS BRIEFS.

The Board of Education, Grove City, Pa., will ask bids July 1 on lighting fixtures to be installed in the new \$75,000 high school building.

A largely-attended meeting of Easton, Pa., merchants, including the department stores and nearly all other lines, was held recently in the rooms of the Board

of Trade, when it was agreed to observe a half holiday on Wednesdays during July and August, closing the stores at noon, and to close at five o'clock other evenings during those months, with the exception of Saturday, when the closing hour will be nine o'clock.

The Kaufmann Department Stores, Incl., Pittsburgh, have declared their usual quarterly dividend of 1¾ per cent on the preferred stock, payable July 1 to stockholders of record June 20.

The George W. McAlpin Co. and the H. & S. Pogue Co., Cincinnati, O., have each in contemplation the erection of a \$1,000,000 department store.

IMPORTS FOR YEAR ENDING JUNE 30, 1913.

GOVERNMENT statistics are at hand showing the values of earthen, stone and china ware imported at the following ports for the year ending June 30, 1913:

	Decorated	Not Decorated	All other
New York	\$3,905,894	\$454,239	\$249,038
Baltimore	1,056,246	164,603	21,366
Boston and Charles-			
town, Mass	653,952	36,354	28,290
Newport News, Va.	25,923		
Philadelphia	393,571	55,646	19,501
Galveston	89,625	23,380	
New Orleans	137,364	30,805	27,904
Hawaii	25,939		
Los Angeles	88,203		
Portland, Ore.	62,497		16,999
Puget Sound, Wash	400,683		20,751
San Francisco	310,212		49,473
Chicago	760,826	122,579	16,846
Cuyahoga, O.	61,609		
Detroit	67,436		
Milwaukee	22,385		
Minnesota	63,216		
Indianapolis	93,489	16,802	
Kansas City, Mo.	34,335		
Omaha	20,335		
St. Louis	75,935	17,180	
Council Bluffs, Ia.		22,283	
All other districts	206,501	157,531	65,017
Total	\$8,556,176	\$1,101,402	\$515,185

FROM COUNTRIES IMPORTED.

	1912	1913
Austria	\$ 576,714	\$ 534,425
Belguim	34,165	21,795
France	1,258,549	1,470,520
Germany	3,564,028	3,235,517
Italy	49,067	56,726
Netherlands	41,894	21,540
Norway	1,372	269
Russia	196	733
Spain	1,002	1,224
Sweden	2,667	5,001
Switzerland	2,903	567
United Kingdom	1,692,851	1,909,756
Canada	7,383	5,382
Mexico	2,280	1,758
China	41,847	42,369
Japan	1,227,561	1,192,163

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

The W. S. George Pottery Co. has started the erection of an additional glost kiln at its Cannonsburg, Pa., plant, increasing the capacity of

that pottery to ten kilns. The East Palestine plant is also working under most favorable conditions. The Kittanning pottery is of course idle on account of the damage from the storm several weeks ago, but the rebuilding of the wrecked portion has commenced. It will require a month or more to complete the task.

W. L. Smith, Sr., president of the Taylor, Smith & Taylor Pottery Co., who suffered a severe nervous breakdown at the office June 6, and had to be removed to the home of his son, W. L. Smith, Jr., is greatly improved at this writing

C. L. Gray, sales manager for the Colonial Pottery Co., has returned from a brief business trip to the Southwest.

Ground was broken Wednesday of last week for the erection of the new plant of the McNicol China Co. at Clarksburg, W. Va. In a few weeks the foundations for the kilns will be started, and the concern plans to be in operation by November 1.

The demand for covered jugs is strong this season. The E. M. Knowles China Co. says that its line is moving exceptionally well, the general run of sizes being ordered on a most liberal scale.

An English device for the purpose of making "bats" level is being given a try-out here, and should the appliance develop all that is claimed for it the pottery manufacturers will undoubtedly install it. And Fred Haney, a local pottery worker, has invented a machine, upon which he has obtained a patent, which will eliminate the use of boys as "batters-out."

In about two weeks hence the annual meeting of the National Brotherhood of Operative Potters will convene in Atlantic City. This year the deliberations will have to do with the sanitary wage scale, the general

ware scale having been taken up last year. The convention will be presided over by President Edward Menge, who has been re-elected.

Among the buyers visiting the district during the past ten days were J. H. Hahn, with the Lyon Dry Goods Co., Toledo, O.; Mr. Kuhn, with Millner & Co., Toledo, O.; P. G. Rinkin, of the Boston Store, Chicago.

T. A. McNicol, of the Potters' Co-Operative Co., has returned from a business trip to Chicago.

George B. Fowler, the well-known local pottery salesman, has returned from his late spring trip.

Charles Goodwin, secretary of the United States Potters' Association, obeyed the call of his country last week and went to the county seat at Lisbon to serve as a member of the Grand Jury.

"All our old patterns are having a good movement," says the Smith-Phillips China Co. "We have been operating steadily, and it looks as if we will continue to go straight through the season just as we have been doing during the past five months."

J. W. Irwin, treasurer of the E. M. Knowles China Co., left June 11 for Colorado, where he will spend his summer holiday.

Frank P. Judge, assistant treasurer of the National China Co., Salineville, O., and Miss Teresa Mulhern were married last week. After an Eastern wedding trip they will make their home in Salineville.

Another wedding in which the trade is interested is that of Robert Cartwright, vice-president of Cartwright Bros., and Miss Della Williams. They were married in Trinity Cothderal, Cleveland, by Archdeacon Abbott.

The strike at the plant of the H. R. Wyllie China Co., Huntington, W. Va., came to a speedy end when President Edward Menge, of the Brotherhood of

Operative Potters, appeared on the scene. After listening to the complaints of the employees he decided there was no cause for a strike, and ordered the men back to work. The company lost four days over the affair, and is now busy catching up.

UGLY, YES; BUT IT SELLS.

A VARIATION in grass-growing specialties is the Hobo, by the Brush-McCoy Pottery Co., Zanesville, O. Made of porous earthenware, all that is



necessary is to fill the head with water, sprinkle grass seed on the surface, and in a short time there will appear a luxuriant growth which may to be trimmed to any style desired.

THE MERCHANTS' ASSOCIATION.

THE wide and aggressive activities of the Merchants' Association of New York are well illustrated in the 1914 Year Book of the organization, just issued. This publication gives the names of nearly 3,600 members, among whom are the leaders in 157 divisions of business and professional activity in New York city. The reports, which cover the work of the year 1913, show a diversified field of activity in which results of importance to the trade and welfare of the city, to foster which the association was founded, were achieved. The membership list represents every trade, industry and profession in the city.

The names of the members are given alphabetically and repeated in classified groups which are again subdivided by trades and industries. It is gratifying to note that the crockery, glass and cognate trades are so well represented, but there are many prominent firms who are not yet affiliated, as they should be. Following is the list:

George F. Bassett & Co	Herman C. Kupper
Bawo & Dotter	Charles K. Ovington
Edward Boote	James M. Shaw & Co
John Davison	L. Straus & Sons
C. Dorflinger & Sons	B. Tomby
Charles L. Dwenger	Josiah Wedgwood & Sons
Otto Goetz	R. E. Dietz Co
Wm. Guerin & Co	William R. Noe & Sons
Haviland & Abbot Co	Japan Imp. and Ex. Com. Co
Hazel-Atlas Glass Co	Morimura Bros
Max Herbert	A. L. Tuska, Sons & Co
S. Herbert Cut Glass Co	A. A. Vantine & Co
Higgins & Seiter	Yamanaka & Co

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

HELP WANTED.

SALESMAN WANTED for Western territories. One with experience in general line of Japanese goods preferred. State age, experience and salary. Address NOVEL, Box A908, this office.

SITUATIONS WANTED.

EXPERIENCED cut glass salesman is open for a popular-priced cut glass line, having a well-established trade in the South and Middle West. Commission or salary. Selling cut glass for the past fifteen years. Address Box A909, this office.

BUSINESS OPPORTUNITIES.

A FIRST-CLASS firm of English potters having a good connection in United States market require the services of a competent agent. Address all particulars to "ALPHA," this office.

FOR SALE.

REAL ESTATE and ruins of the plant of the East Palestine Pottery Co., East Palestine, Ohio, will be offered at public sale on the premises, Saturday, June 20th, 1914, at 2:30 p. m., Eastern standard time.

TO LET FOR BUSINESS PURPOSES.

43-45-47 West Twenty-third Street
through to Twenty-fourth Street

Eight-Story Fireproof Building

Formerly occupied by Geo. C. Flint Co.,

now being thoroughly overhauled and enlarged
Four new elevators—wiring for light and
power—automatic sprinklers.

AGENTS

Firm of L. J. Carpenter

25 LIBERTY STREET

STORE OPPORTUNITY

11 East Seventeenth Street

NEW YORK CITY

Store 25 x 106

RENT \$2,000 PER ANNUM

Suitable any good business

CROCKERY AND GLASS TRADE

Note—Favorable lease to right party

GIBBS & KIRBY, Agents

Broadway and 103d St., New York City.

For descriptions of lines carried, see cards in "Uptown Directory," page 20.

GLASS MANUFACTURERS HAVE HEARING.

ON Tuesday afternoon W. A. E. Dalzell, head of the Fostoria Glass Co., Moundville, W. Va., and W. H. Fisher, traffic manager of the United States Glass Co., Pittsburgh, as a committee appointed to represent the American Association of Flint and Lime Glass Manufacturers, appeared before the Railroad Official Classification Committee to protest against the proposal to advance the rates on glassware from Rule 25 to second class—an increase of about eighteen per cent based on New York to Chicago rate of fifty-five cents Rule 25 and sixty-five cents second class.

The committee were emphatic in protesting against the advanced rate, and the decision of the official classification committee will be awaited with much interest by the manufacturers.

Messrs. Dalzell and Fisher presented the following recommendations as to classification:

Glassware, cut—	L.C.L.	C.L.
Rock crystal N. O. S. in pkgs....	D. 1	
Deep cut and more than half the surface of the article cut N. O. S. in pkgs.....	1	
Skin cut and less than half the surface of the article cut N. O. S. in pkgs	2	3
Glassware other than cut—		
Glassware N. O. S. in pkgs subject to Rule 27, minimum weight 24,000 lbs.....	3	5

We ask you to eliminate the following, which above covers, and which are shipped in mixed cars:

Page 140	item 8	bottles
" 140	" 12	jars
" 140	" 15	tumblers
" 140	" 16	vases
" 141	" 1	glassware cut N. O. S.
" 142	" 7	crocks
" 142	" 8	dippers
" 143	" 5	jelly glasses
" 143	" 7	lamps and lamp founts, plain, not decorated
" 143	" 10	beer mugs
" 144	" 3	tumblers
" 144	" 4	vases
" 144	" 6	glassware N. O. S.

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CROCKERY and GLASS JOURNAL

NEW YORK, JUNE 25, 1914.

THE CONDITION OF BUSINESS.

New York Trade is normal. There is some buying every day, and we have heard of several very excellent import orders being confirmed, late as it is. These delayed orders were from firms which were unquestionably good for the amounts, and therefore, so sure were the sellers of the completion of the deals, in some instances the orders went forward weeks ago. But from this time on the majority of importers will refuse to send forward orders until they are confirmed. There have been so many cases where the salesman took a chance, and then did not get the confirmation, that a strict line will be drawn hereafter. If buyers want goods they must give a confirmed order to be sure of receiving them.

The stock houses have done pretty well during the last week or two. Orders have been small, but numerous, and the aggregate for the month so far is better than was expected.

Our reports from the domestic potteries are to the effect that a decided lull has occurred in the receipt of new orders. It is not altogether unwelcome. A brief shut-down will enable them to make necessary repairs and afford the operatives opportunity for a little relaxation preparatory to girding up their loins for the confidently-expected fall business.

The glass factories will all close down June 30 for two-weeks rest—or longer, depending upon how the men feel. Rather a peculiar condition of affairs, when a factory owner cannot say whether he will run or not. To open in the face of the opposition of the union would mean possibly riot and bloodshed.

Retail trade in this and other large cities is quiet,

while in smaller towns business goes on in the regular, normal way, the consumers taking about the same quantity of goods as they have in years past, seemingly unaware that in big cities people are complaining of hard times. This condition is universal and not confined to the crockery and glass trade. Men in other industries are meeting with exactly the same results.

A very important ruling which materially affects shippers was promulgated by the Supreme Court on Monday. The long and short haul clause has been reviewed and the court decrees that no more can be charged for a short haul per mile than for a long haul. It has been possible to ship from New York to Pacific Coast points at a less rate than from interior points to the Coast. By this decision freights are equalized. It means a change of from five to twenty per cent to the railroads in some cases, and while this hits them a hard blow they are compensated in a measure by the decision affecting land grants, whereby some of the railroads retain possession of \$700,000,000 worth of lands which the Government claimed under the mineral laws. The most important decision, however—as to the increase in freight rates—which has been awaited so long, has not yet been rendered, and on this particular account business is halting. A decision in favor of the railroads would immediately cause them to expend large sums of money now held in abeyance, and other interests would follow suit.

East Liverpool and Vicinity

The bottom has dropped out of new business in the Western pottery district. Of course the summer is here and current orders always slump at this time; so no anxiety is felt. Enough busi-

ness is on the books to keep the potteries active until the tide turns.

**Pittsburgh and
Vicinity**

While there could be a still further improvement in the glass trade, manufacturers are not complaining. Sales are generally on seasonable lines, and in view of the approaching summer shut-down buyers are anticipating their wants in a satisfactory manner.

BRANCHING OUT.

TAKITO, OGAWA & CO., the well-known importers of Japanese goods, are going to increase their wareroom space at 25 West Broadway, where Cox & Lafferty have been showing the lines. Beginning with August first they will occupy the entire floor, extending from Park Place to Murray street, and will have a big assortment of new goods in china and novelties in other kinds of wares. They have arranged to give personal attention to the New York store, and Mr. Ogawa will come to this city during July and remain here for six months. Mr. Takito will then take his place for six months, Mr. Ogawa staying in Chicago. The firm has been very successful and will push the business more energetically than ever.

TO SECURE A SQUARE DEAL.

THE American Importers' Association, organized by ex-United States General Appraiser Thaddeus S. Sharretts, has sent out a prospectus soliciting membership in the association. The purposes and objects of the organization are thus enumerated:

To investigate and act upon, with the united aid of the association represented through their directors and officers, any unfair action taken in respect to any member of the association under the tariff act and the administrative provisions thereof and to secure for its members, individually and collectively, fair, impartial and just administration of the provision of the tariff act, both with respect to reappraisement and classification cases.

To accentuate and emphasize the dignity and importance to this country at large of the business of the importation of foreign merchandise, and eliminate any existing prejudice and discrimination.

To correct any misapprehension which may exist among members of the national Legislature or officers or employes of the Government instrumental in the administration of the tariff act, that importers of foreign merchandise as a class are not desirous of maintaining their business upon an honorable place and of avoiding evasions of the tariff act by fraudulent undervaluation or otherwise.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of April, 1914, compared with the same month in the preceding year, were as follows:

	1913	1914
Great Britain.....	\$194,524	\$234,813
Austria.....	45,782	47,559
France.....	149,151	119,319
Germany.....	221,612	248,070
Japan.....	107,851	78,025
Other Countries.....	26,704	23,778
Total.....	745,624	751,564

FOR TEN MONTHS ENDING APRIL.

	1912	1913	1914
Great Britain...	\$1,871,859	\$2,022,477	\$2,057,294
Austria.....	571,386	570,960	581,300
France.....	1,309,218	1,404,366	1,408,889
Germany.....	3,465,628	3,278,920	3,472,811
Japan.....	1,025,440	992,210	1,100,808
Other Countries	278,311	252,410	291,339
Total.....	8,521,842	8,521,343	8,912,441

TOYS

	1913	1914
Germany.....	\$268,089	\$223,361
Other Countries.....	79,748	98,153
Total.....	347,837	321,514

FOR TEN MONTHS ENDING APRIL

	1912	1913	1914
Germany.....	\$6,056,406	\$5,914,481	\$6,624,887
Other Countries.....	776,377	858,795	1,138,582
Total.....	6,832,783	6,773,276	7,763,469

GLASSWARE.

APRIL		FOR TEN MONTHS ENDING APRIL		
1913	1914	1912	1913	1914
\$166,387	\$200,527	\$1,748,611	\$1,866,505	\$2,055,544

CHINA CLAY.

APRIL		FOR TEN MONTHS ENDING APRIL		
1913	1914	1912	1913	1914
\$225,700	\$127,726	\$1,269,711	\$1,346,303	\$1,312,564

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

APRIL		FOR TEN MONTHS ENDING APRIL		
1913	1914	1912	1913	1914
\$60,731	\$92,067	\$605,464	\$557,573	\$727,431

THE METROPOLITAN MARKET

A beautiful new floral design, known as the Aster, was completed by the J. D. Bergen Co. just in time to make its first appearance at the opening of the concern's handsome new showroom in the Fifth Avenue Building. It is an exceedingly tasteful treatment, in keeping with the splendid workmanship and quality of the other productions of this concern, and is shown in nearly everything ever thought of in cut glass. An innovation with the company is the manufacture of metal novelties, and judging from the samples that have just been put on display their success in this class of goods will duplicate that of their manufacture of cut glass. Among the articles thus far shown are brass desk sets, candlesticks, cigar holders and ash receivers, etc., and trays, plateaux, etc., in nickel.

The centre of attraction in one of Manager Axel G. Lober's tastefully-trimmed windows at the Royal Copenhagen Porcelain showrooms on Fifth Avenue last week was a magnificent vase standing about eighteen inches high—one of the finest specimens ever produced by this concern. The subject of the decoration, by Wilhelm Fisher, Europe's foremost animal painter, is three life-sized cats playing among grass and leaves.

Cox & Lafferty expect to have on display by July 1 an array of samples from the Brush-McCoy Pottery Co. among which will be many novelties; also a full line of yellow ware, including mixing bowls and a variety of staple articles.

One of the prettiest designs in cut glass to be found on the market is Thos. B. Campbell & Co.'s new "Ideal" pattern. It is a very clever conception in floral and mitre cutting, consisting of several panels containing a cluster of flowers in dull finish, while edging each panel is a fine etching giving somewhat of a lace effect.

One of the interesting new things from the Beaver Valley Glass Co. shown by Frederick Skeleton is a beautiful new line of non-chippable stemware. The

pieces are so shaped that in case of falling the edges are protected from becoming chipped—a factor that is sure to appeal to the consumer. Beauty of shape has not been sacrificed in the least by combining this excellent feature.

H. Benedikt announced after his recent trip to the Smith-Phillips China Co., for whose line he is local agent, that the company have many beautiful new patterns in reserve, but that it is impossible to put them out, as they are working now to full capacity to keep up with orders for their present patterns. The array of designs now being shown by Mr. Benedikt would be difficult to improve upon. They are so varied that there is something to appeal to all tastes.

Edw. Boote has just been appointed the American representative for a line of Hungarian glassware, and the samples now being displayed at his new showroom, 35 West Twenty-third street, show some exceptionally clever shapes ornamented with dainty needle and deep plate etched designs.

Robert Slimmon & Co. are showing an unusually large assortment of decorated teapots, among which may be noted some very odd shapes and tasteful designs in rich color combinations.

The Imperial Glass Co., Bellaire, O., have sent to Cox & Lafferty, their New York representatives, some handsome new pieces in the open stock colonial 582 pattern, among them being a new oil or vinegar bottle particularly worthy of attention. It has a ground-in cut stopper and cut star bottom, making it very attractive for the best trade. This new 582 pattern is made and selected with the utmost care, and is becoming very popular with the trade. Over 150 different pieces will be made.

One of the most beautifully-decorated showrooms in the uptown district is that of C. B. & J. Warner. The ceiling and side walls are elaborately frescoed, the

color scheme being cream, blue and gold, and with the mahogany fixtures the place forms a handsome setting for the display of cut glass. An especially good feature is that the offices are entirely separated from the showroom, being located on a balcony in the rear, enclosed by attractive latticed glass windows.

2

The Roseville Pottery has just sent Mr. Stockdale, its New York representative, a fine lot of art goods. They are keeping with the remarkable specimens mentioned two or three weeks ago and will be classed among the finest products of the American potter. There are eighteen small pieces and half a dozen large ones.

AT CHICAGO.

SALESMEN returning from the Mississippi valley territory report splendid crop conditions, corn being especially well advanced, and as a result a fine fall business is anticipated. Already good orders are being sent in from this territory, although a good many salesmen say nothing about them for fear that something might happen before the goods are actually shipped. The consensus of opinion points to conservatism in buying, which, as one merchant put it, "is all to the good."

G. B. Johnson, of the Johnson Premium and Novelty Co., Wichita, Kan., was in Chicago last week on a buying trip.

Edward H. Fox, local manager for the Phoenix Glass Co., returned this week from a trip to Detroit.

F. B. Tinker, of the Cut Glass Products Co., attended the funeral last week of Fred Young at Maquoketa, Ia.

Geo. Jochum, with Shreve, Treat & Eacret, San Francisco, stopped over here a few days last week, en route for New York.

Mr. and Mrs. Geo. Howard, Mt. Vernon, Ill., stopped over here recently en route for Minneapolis and Yellowstone Park.

R. A. L'Ecuyer has just returned from a trip Northwest on behalf of Gillinder Bros.' line of lighting glassware.

Geo. S. Watts, of the St. Louis Brass Co., was in Chicago recently on a buying trip.

Will Draden & Co. have just received some new patterns from the Warwick China Co. in dinnerware and also some new light cuttings from the Cambridge Glass Co.

Ira A. Jones and family, F. B. Tinker and wife and brother, and Peter Rinken's family make up a fish-

ing and outing party to leave this week for Lake Owen, Wis., where they will spend several weeks. Mr. Rinken and Walter B. Andrews will join the party next week.

Mrs. Boring, wife of J. E. Boring, manager of the Chicago office of the Crooksville China Co., is at St. Bernard's Hospital, where she was successfully operated on for a tumor. She expects to be out by July 10.

OBITUARY.

F. W. ROGERS, a well-known crockery salesman, died at Bellevue, Wash., on June 16 of peritonitis, aged forty-seven. He was at one time with Burley & Co., Chicago, and from 1904 to 1909 with Maddock & Miller, and later with W. S. Pitcairn and the West Coast China Co., Seattle. His last position was Pacific Coast representative of the Mayer China Co. Mr. Rogers was a Canadian by birth, and his marked ability and genial disposition made him many friends. He was a member of the Salesmen's Association.

Walter W. Tamlyn, for many years connected with the Whital-Tatum Co., died June 20, aged fifty-one. He also was a member of the Salesmen's Association.

Albert M. Wiley, of Frye, Phipps & Co., one of the leading wholesale hardware concerns of Boston, died a few days ago at his home in Brookline, aged sixty-nine. He was well known in the trade, his house having carried a line of glass specialties.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

R M Slick, hf, e, t, Goldberg Bros, Detroit. Cumberland.

J S Botts, l, c, s, G A Duker Co, Joliet, Ill. Grand.

C R Kenniff, t, A Hamburger & Sons, Los Angeles. 215 Fourth ave.

J D Knight, hf, t, Holden & Stone, Pittsfield, Mass. York.

W K Cotterell, hf, s, C K Whitner & Co, Reading, Pa. Navarre.

D J Owler, c, Callender, McAuslan & Troup Co, Providence. 2 Walker.

F Sturtevant, hf, c, t, Forbes & Wallace, Springfield, Mass. 2 Walker.

S Matter, S Matter & Bro, Oak Bluff, Mass.

Mr Hirsch, Niagara D G Co, Niagara Falls, N Y.

W J Skelly, Janesville, Wis.

Geo Worley, Covington, O.

F M Tompkins, Hamilton, N Y.

Geo Hannett, Wilmington, N C.

JOTTINGS FROM BOSTON.

TRADE here continues very good, the fair weather having helped matters wonderfully. The wholesalers are still busy filling orders for summer hotels and cottages, as well as having a good run of general business. Retail trade has also picked up finely. Buyers in town included Henry Martin, the Barton Co., Manchester, N. H.; Clarence Berry, Berry-Ball Dry Goods Co., St. Johnsbury, Vt.; E. O. Snow & Son, Provincetown; William R. Cummings, the David Harley Co., Pawtucket, R. I.; "Eddie" Ford, C. F. Wing Co., New Bedford; Fred Bodwell, Burrows & Sanborn, Lynn; Thomas A. Kellar, Denholm-McKay Co., Worcester; C. J. Gray, Gloucester.

George K. Marshall has returned from a two weeks' trip to the trade in New Hampshire and Vermont.

Six barrels of crockery were tumbled off a wagon at the New Haven freight yards, South Boston, the other day and their contents knocked to "smithereens" when a horse became frightened and ran into the wagon of Benjamin Hall on which were the barrels.

As the Fourth comes on Saturday this time, almost every crockery and glass man is preparing to take a trip over the double holiday and a few are to be gone longer.

Work is being rushed on the new storehouse of A. H. Hews & Co. at North Cambridge to replace the one burned a few weeks ago.

George Guest, kitchen furnishings buyer for Jordan-Marsh Co., who was back in the store Wednesday for the first time since his vacation, is to sail next Tuesday on his semi-annual buying trip to Europe. This store has given orders for its buyers to hereafter "Sail from Boston," as the slogan goes, and this is expected to be the forerunner of similar action by other large stores in this city and other parts of New England. It is only fitting, they say, that Boston's added prominence as a transatlantic port should be given this recognition by its home stores, especially as the steamships leaving here give frequent sailings and some of the finest accommodations, although not the speed of the larger ships out of New York.

E. J. Tucker, of Chase & Francis, has returned from a few days spent at his son's summer place at Eliot, Me. Joseph L. Pindar will go on his annual vacation next Friday, to remain away through July. He will spend his time at Jefferson, N. H., where there's some good fishing and plenty of recreation.

James Stevens, now retired and living in New York City, but well known to every "old-timer" in the trade in Greater Boston, has been here this week calling on friends, every one of whom was delighted to renew the

old friendship. Mr. Stevens was for twenty years a traveling man with Abram French & Co., the old Boston crockery concern.

"Tom" Maguire, the popular traveling man for Louis Wolf & Co. has started on his vacation.

George W. Beals has returned from a trip to Washington and Baltimore. He expects to make a similar trip every month.

William R. Claflin has placed on display samples of two handsome pieces from the Krantz & Sell Co., of Honesdale, Pa.—an eight-inch bowl and a vase, both in floral cuttings.

The trade and the department stores have been warned of a fake collector who is going the rounds under the guise of soliciting contributions for the Massachusetts Society for the Prevention of Cruelty to Animals, particularly for the Angell Memorial Hospital for Animals, now being erected by that society.

Among the places damaged by the \$60,000 fire which destroyed forty-six summer cottages at the Methodist Camp Grounds at Sterling Junction the other day was the general store of the Mitchell-Sawyer Co., which lost practically all its stock.

SHIPLOAD OF DRUMMERS FOR SOUTH AMERICA.

EVERYONE knows that American trade languishes in South America and that the European manufacturers have practically a clear field there. To remedy this and open up the markets of the great continent to the south of us to goods made in the United States is the object of the American Trade Tour Co., which was incorporated a few months ago.

The promoters and managers of the company are two young men who have had considerable experience in selling American goods in China and Australia, says the New York "Sun." They are Joseph J. Keegan and Hilliard J. Rosencrantz. Several years ago with not much more than a shoestring for capital they formed a partnership in San Francisco and proceeded to invade China selling American goods. They introduced the talking machine there. That was fourteen years ago. On the banks of the Soochow creek they had the natives kowtowing to them and praying to their music boxes in the belief that they held imprisoned spirits. They both learned to speak Chinese and they were successful financially. They now have as an attendant whenever they travel a dignified Chinaman who wears a monocle and answers to the name of Jenkins.

Then they tackled Japan and Australia with an equally satisfactory result, and now they have come to New York to begin a campaign in South America.

They have chartered the Red Star liner Kroonland and propose to load her up with drummers and manufacturers' exhibits and tour the West Indies and the east coast of South America for four months beginning on October 14 next. The entire ship will be devoted to this purpose, and nothing else.

The men who go must be vouched for by some reputable manufacturer. They must be salesmen or in some way connected with the business they represent. It is not to be a junketing party, and it is understood in the agreement when passage is booked that the passenger is to refrain from any attempt to paint South America red and is to attend strictly to business. No joy cruising about this trip. Any inclination in that direction will be summarily sat upon.

Already more than half the accommodation has been taken, and the managers are confident that by the sailing date many would-be exhibitors and passengers will have been refused for lack of room.

"We have had the idea of chartering a ship for exhibiting American goods at South American ports for the last ten years," said Mr. Keegan in discussing their enterprise. "We have been more than a year chartering the vessel we wanted and making our plans.

"We regarded it as essential in the first place to get an American-built ship sailing under the American flag. The Kroonland fulfills both these conditions. We shall fit the boat up with exhibits of American manufacturers and with 350 salesmen, each in charge of a sample line. Our route will be New York to Havana, Kingston, Colon, Barranquilla, Curacao, La Guayra, Trinidad, Barbados, Para, Pernambuco, Bahia, Rio de Janeiro, Santos, Buenos Ayres and Montevideo. Coming back the ship will stop again at Rio and call at St. Thomas and San Juan. The trip will take 120 days.

"We have engaged the entire ship. One deck will be given up entirely to automobiles, pianos, organs and heavy articles of this kind. The various other lines will be suitably disposed in booths on other decks, each with a salesman in charge. Out of the 120 days occupied by the voyage there will be eighty working days in port. Each firm taking part will have 100 square feet of exhibition space, fitted up with office accommodations. The ship is well lighted and ventilated. We shall have a corps of six interpreters and a number of expert stenographers.

"As \$1,000 is a low estimate of what the average good salesman should expect to sell in a port, we expect to make sales of at least \$5,000,000 on the trip.

"One of the most important features of the expedition is the fact that we have arranged to meet the opposition so many American manufacturers have had to extending credits outside this country. Of course some manufacturers prefer to give credit because it gives them a foothold on future trade. We have arranged that no manufacturer who sends samples on the Kroonland will have to extend credit. The money for his sales will be paid in cash in New York.

"We are sending advance agents to South America to give publicity to the floating exhibition down there

and to arrange for the running of excursions for merchants from inland towns to the ports where we shall call. The Government has promised to give us such aid as we may need in getting the project known, and American consuls will bring it to the attention of the various local chambers of commerce in South American cities.

"The salesmen will live on the ship. They will have no expense bills. We believe South America offers a field that has hardly been tapped by the American salesman. There is no line, I believe, which is not possible to introduce down there. Last year we got only five per cent of their \$2,000,000,000 worth of trade.

"The rearrangement of industrial, economic and banking conditions in the United States now being effected by the reduction of our import tariff and the introduction of new currency and banking laws makes it both imperative and possible for the American manufacturer to build up an export trade. He must develop a steady foreign consumption if he wants to assure the permanency of factory organization and continuity of maximum production, his two strongest assets in competition. Then if the lean days of domestic depression do unfortunately return his workmen are certain to be kept in employment and his organization held intact. Day by day American factory systems become more highly specialized. What is worth building is worth keeping. The countries to the south are America's logical field for trade expansion. If Horace Greeley were alive to-day he would say, 'Go south, young man.'

"The intense interest exhibited by the leading commercial organizations of the United States in encouraging their members to extend their markets in foreign fields proves that America's manufacturers are waking up to a realization that the day of export opportunity is here.

"Such enterprising movements as the co-operative investigation tours undertaken by members of the commercial bodies of Boston and Chicago through South America within the past year have been productive of much good in showing the opportunity for business with our neighbors. Let us by close application study to develop our foreign selling and prove by the growth of our trade abroad that when it comes to meeting competitive requirements America's manufacturers in general will adjust themselves to conditions, and not only make up what is required, but pack and ship it intelligently.

"In each port visited the Kroonland will make a stay according to the relative importance of that particular market. For instance, we will stay two weeks each in both Buenos Ayres and Rio Janeiro. The members of our party will be brought into pleasant social contact with the leading merchants of each city visited prior to taking up negotiations for business. This is an important point in dealings of every nature in Latin America.

"There are many strong points in favor of a co-operative trade tour as against individual effort. The cost to a salesman with a limited number of sample trunks attempting a similar itinerary individually would be double what we charge. Some of the heavy

lines, such as machinery, pianos and organs, automobiles and launches, could never be satisfactorily shown in South America by any other method than being exhibited on board a ship like the Kroonland.

"The large rooms on the upper, main and saloon decks, ordinarily utilized for freight, will be arranged suitably for exhibition purposes. Broad stairways will lead from one exhibition hall to another. The exhibition halls will be well ventilated and well lighted. Other exhibition spaces will be divided off on the promenade deck, as well as forward and aft on the main deck, for exhibits displayable under weather conditions.

"The United States sold to South America in the calendar year 1893 goods to the value of 34.3 million dollars. Ten years later the total had increased to 46.4 million dollars, a gain of 35 per cent. In the same period American exports to all other countries increased by 71 per cent. The trade openings in South America then became manifest and more efforts were made to develop that market. The result has been that in the last decade shipments of goods from the United States to South America have increased by 212 per cent, the total value in the calendar year 1913 reaching approximately 145 million dollars."

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending
June 23, 1914.

ANTWERP

12 packages earthenware	L Straus & Sons
9 " "	Bawo & Dotter
6 " "	Koscherak Bros
3 " "	Strobel & Wilken Co
22 " "	Miscellaneous Orders
13 " glassware	Graham & Zenger
4 " "	Miscellaneous Orders
31 " toys	F A O Schwarz
3 " "	B Illfelder & Co
1 " "	C B Rous
13 " "	Strobel & Wilken Co
13 " "	Miscellaneous Orders

BREMEN

2 packages glassware	Strobel & Wilken Co
13 " "	L Straus & Sons
39 " "	Geo Borgfeldt & Co
68 " "	Miscellaneous Orders
19 " chinaware	Strobel & Wilken Co
73 " earthenware	Geo Borgfeldt & Co
34 " "	Karl Hutter
90 " "	Miscellaneous Orders
122 " toys	Geo Borgfeldt & Co
20 " "	F A O Schwartz
3 " "	G W Travers
87 " "	Strobel & Wilken Co
267 " "	Miscellaneous Orders

COPENHAGEN

35 packages earthenware	Bawo & Dotter
66 " "	Miscellaneous Orders

GENOA

2 packages earthenware	H Creange
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HAMBURG

25 packages glassware	L Straus & Sons
5 " "	F Bing & Co
4 " "	O O Friedlander
2 " "	Strobel & Wilken Co
15 " "	Miscellaneous Orders
5 " earthenware	Herman C Kupper
9 " "	Geo Borgfeldt & Co
20 " "	E R Thier
13 " "	O Goetz
6 " "	Strobel & Wilken Co
191 " "	Miscellaneous Orders
9 " chinaware	Strobel & Wilken Co
60 " toys	B Illfelder & Co
14 " "	G W Travers
13 " "	Samstag & Hilder Bros
75 " "	Geo Borgfeldt & Co
118 " "	Strobel & Wilken Co
184 " "	Miscellaneous Orders

LIVERPOOL

39 packages earthenware	Geo Borgfeldt & Co
1 " "	Bawo & Dotter
32 " "	Maddock & Miller
8 " "	L Straus & Sons
7 " "	Fondeville & Van Iderstine
8 " "	G F Bassett & Co
12 " "	E Boote
6 " "	H C Edmiston
14 " "	F W Woolworth & Co
41 " "	Miscellaneous Orders
15 " chinaware	Meakin & Ridgway
21 " "	W S Pitcairn
4 " toys	Strobel & Wilken Co

ROTTERDAM

3 packages earthenware	L D Bloch & Co
28 " "	L Straus & Sons
23 " "	J H Venon
35 " "	Miscellaneous Orders
28 " glassware	Graham & Zenger
19 " toys	B Illfelder
133 " "	A Steinhardt & Bro
9 " "	Samstag & Hilder Bros
6 " "	Miscellaneous Orders

SOUTHAMPTON

43 packages earthenware	Haviland & Abbot C
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IMPORTS AT PORT OF BOSTON

LIVERPOOL

19 packages earthenware	Jones, McDuffee & Stratton Co
21 " "	Mitchell Woodbury & Co
17 " "	American Express Co
11 " "	The Rowland & Marcellus Co
1 " "	Richard Briggs & Co
1 " "	Stone & Downer Co
15 " "	Miscellaneous Orders

HAMBURG

31 packages earthenware	Jones McDuffee & Stratton Co
26 " "	American Express Co
42 " "	First National Bank
29 " "	Geo Borgfeldt & Co
4 " "	R F Downing & Co
11 " "	Jordan Marsh Co
104 " "	F W Woolworth & Co
31 " "	L Wolf & Co
31 " "	L E Knott Apparatus Co
13 " "	Wm R Noe & Sons
1 " "	W N Proctor & Co
7 " "	E A Runnells & Co
97 " "	Miscellaneous Orders
9 " toys	Strobel & Wilken Co

GEORGE WARRIN.

WITH the passing of George Warrin, famed as an artist and ceramist, whose death was noted in last week's issue, the trade in this country loses not only one of its most interesting figures, but a gentleman of sterling character respected and liked by all who knew him—and that included a big majority of those engaged in the business. He was the oldest-established decorator of china and glassware in America, and an artist of more than ordinary ability. His knowledge of the technicalities—preparing colors for china painting, the fluxing, firing, etc.—was wonderful, and specimens of his work are to be found in the most palatial homes of this country.

The beginning of Mr. Warrin's career as a decora-



GEORGE WARRIN.

tor of china dates to 1860, when he started in business in Jersey City. This was before decorating was done in Trenton, and much of his work at that time was for the American Crockery Co. of that city. He was the first to put an American stamp on toilet ware, a product of the above concern, in 1869. He also painted the famous breakfast, dinner and tea sets of the late General Grant.

An interesting incident in his career was told by Mr. Warrin in an interview with a representative of the "Canadian Pottery and Glass Gazette," and published by that paper in 1907. He made a replica of the dinner set presented to Martha Washington by the French officers who served in the Revolutionary War, the remnants of which are on exhibition in Washington, and which he was enabled to copy through the courtesy of an influential friend. It was a wonderful piece of

work, and conceded by all to be as perfect a reproduction as could possibly be made. This set was later exhibited in the establishment of L. Straus & Sons and excited a lot of interest.

At the time of the centennial of the Evacuation, Oscar Straus, casting about for a souvenir that would meet the popular fancy, thought nothing could be more appropriate than a Martha Washington plate, and failing to procure the design from Mr. Warrin he bought a comport for \$225 from a curio dealer, who claimed it to be one of the original set. Mr. Warrin was asked to inspect the piece and immediately pronounced it one of his own production. With a keen eye to the value of the publicity in the matter, Mr. Straus asked the curio dealer to meet Mr. Warrin, at the same time inviting representatives of the press to be present. Mr. Warrin was on hand at the appointed time, but the curio dealer failed to put in an appearance, and the following morning the papers reported the affair in detail, with illustrations of the plate. It proved a big hit for the Straus the firm, and resulted in tremendous demand for souvenir.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

TO	Shipments week end'g June 6 '14	Correspond- ing period 1913	Exports Jan 1 to June 6 '14	Correspond- ing period 1913
Boston	292	126	3116	3788
New York	171	50	4400	4309
Baltimore .....	....	84	4006	2829
Philadelphia	16	59	1216	1267
New Orleans	63	26	561	628
Newport News .....	....	....	49	35
San Francisco .....	....	..	419	563
Portland (Me.) .....	....	....	991	1283
Galveston .....	....	2	194	63
Portland (Or.) .....	..	..	....	161
Inland Points	8	..	263	369
Total	550	347	15214	15295

From the Freight and Shipping Circular of John Edwards & Co
Liverpool.

TO	Shipments week end'g June 6 '14	Correspond- ing period 1913	Exports Jan. 1 to June 6 '14	Correspond- ing period 1913
New York	171	50	5223	4384
Boston	292	126	3303	3812
Philadelphia	16	59	1237	1394
Baltimore .....	....	84	4005	2892
San Francisco .....	....	....	459	567
New Orleans	63	26	637	628
Portland (Me.) .....	....	..	994	1287
Galveston	..	2	194	63
Newport News .....	....	..	67	35
Portland (Or.) .....	....	....	....	169
Inland Points	8	21	117	258
Total	550	368	16236	15489

THE man who won't sometimes make a sacrifice play
doesn't belong on the team.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

There was not much work done in the potteries hereabouts this week. The Ohio State Encampment of the G. A. R held its sessions here, and

over 10,000 visitors were within the city. Parades and other amusements made the week an unusually lively one. The affair was the biggest public event ever held here.

* *

Supply salesmen report an excellent demand for 1915 decals, and that early bookings are far larger than those placed a year ago. The large editions will not be delivered until late in December, although advance sheets for sample lines will of course be obtainable sooner.

* *

Harry W. Smith, Western representative of the Roessier & Hasslacher Chemical Co., entertained a party of friends at the summer home of the Buckeye Club. In the party were W. A. B. Dalzell, C. B. Rowe and Edgar Bottome, of the Fostoria Glass Co., and J. Sanders, of the United States Stamping Co., Moundsville, W. Va. They arrived here on a Saturday afternoon, and were guests of the club until Sunday evening.

* *

Anent the Buckeye Club, it is generally reported that several of the largest buyers of domestic pottery in the country have arranged to spend their summer vacations here as guests of the popular club.

* *

Silas M. Ferguson, formerly identified with the management of the East Liverpool Potteries Co. and more recently with the United States Pottery Co. at Wellsville, O., has associated himself with the John Sant & Sons Co. clay brokerage offices here.

The condition of W. L. Smith, of the Taylor, Smith & Taylor Pottery Co., who has been seriously ill for a fortnight, is showing a decided improvement. He is now able to leave his room, and contemplates a journey to the shore ere long for the benefit of his health.

* *

Several local concerns which have been shipping to large scheme houses have been advised to hold up de-

liveries for a few weeks, as they are now in the midst of their inventory season. Goods being shipped now are therefore only for immediate requirements.

* *

The West End Pottery Co., is about to place its first hand-painted dinner service on the market.

* *

Rebuilding of the burned portion of the Carrollton Pottery Co.'s plant at Carrollton, O., is to be started at once. Contrary to an impression which has obtained in some quarters, the firm was not put "down and out" as a result of the fire. Only a portion of the property was destroyed.

* *

Instead of ordering carload shipments, many of the largest buyers of domestic pottery are specifying casks. This would indicate that the merchandising department has its hand on the throttle.

* *

The plant of Cartwright Bros. closed down last week, and will remain inactive, so far as manufacturing is concerned, until July 6.

* *

The warehouse of the Robinson Clay Products Co., at Akron, O., was destroyed by fire last Thursday night. A large amount of ware and stores was damaged or destroyed, the loss being estimated at over \$25,000. A spark from a switch engine is thought to have caused the fire.

* *

At a meeting of the board of directors of the Limoges China Co., held at Sebring, O., June 17 a meeting of the stockholders was called for July 20 for the purpose of considering a resolution to increase the capital stock of the corporation to \$120,000. Charles L. Sebring is secretary of the company.

* *

The Brush McCoy Pottery Co. are constantly evolving new ideas in designs and finishes in order to keep goods moving and justify their slogan "The lines that sell." Their bread and pastry sets, mixing bowls and preserving sets are in excellent demand.

FOUNDED IN 1874.

Crockery and Glass Journal

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JUNE 25, 1914.

HOW THE TARIFF WORKS OUT.

ELSEWHERE we publish in detail the imports for ten months ending April 30, 1914. This gives six months under the new tariff and an idea of how the new scale works.

The total as compared with the previous year shows a gain of \$391,098. A part of this gain was undoubtedly due to the fact that August, September and October shipments were held back until the new tariff went into effect; but that there was an increase occasioned by the reduction is shown by the figures for each month after Nov. 1.

For the ten months Great Britain gained \$34,817, Austria \$10,340, France \$4,523, Germany \$193,891, Japan \$108,598, all other countries \$38,929.

These figures, taken in connection with the estimated output of the American potteries, show that the crockery business is in pretty good shape. What the calamity howlers will say about the result will be interesting. The CROCKERY AND GLASS JOURNAL has held all along that business was at least normal, and during the season big. These official returns prove once more that our sources of information are reliable. We have not reached the volume of 1907 since the revival began, and if we had the figures would be less, as prices have declined.

While the statistics show a gain in business for the crockery trade, they are on the whole disappointing to the importers, who expected more. One reason why their expectations were not realized is because taken altogether the low tariff has had a bad effect on general

business. Revenues have fallen off, and the income tax, designed to make up the loss, bids fair to fall far below its estimated returns.

The importations of glass increased \$189,047, but the domestic output decreased almost thirty per cent, in spite of the fact that sales were large in January.

We believe that the fall season will be good. Everything points that way, and the big dealers all over the country are optimistic, which helps business a whole lot.

RECEIVERS FOR H. B. CLAFLIN CO.**Estimated Liabilities \$34,000,000.**

RECEIVERS were named Thursday morning for the H. B. Claflin Co. Joseph B. Martindale, president of the Chemical National Bank, and Frederick A. Juilliard were appointed by Judge Hand in the United States District Court upon the application of John C. Eames, vice-president of the H. B. Claflin Co.

Over-extension of credit and business depression, causing customers to fail to meet their obligations, forced the failure. It was confidently asserted that the retail subsidiaries of the Claflin company will be taken care of. The Associated Merchants Co. and the United Dry Goods Co. and their controlled companies are not directly involved.

It is stated that twenty-five or thirty big New York banks hold paper and that probably 3,000 banks in different parts of the country handle business of the company. A meeting of the merchandise creditors of the big concern was arranged for at once by the Merchants' Protective Association.

Early estimates may prove an exaggeration, but the liabilities of the concern are placed as high as \$34,000,000 in well-informed dry goods circles. At one time H. B. Claflin & Co. transacted the largest mercantile business of any house in the world. Its credit was the highest known. As a result the Claflin "endorsed bills receivable" became the standard for commercial paper in the country. Banks purchased them eagerly and the bulk of outstanding obligations are understood to be of that character. In addition there are heavy banking and mercantile obligations.

It is impossible at this writing for anyone to gauge the influence of the failure, but it is likely to be far-reaching, both here and abroad. The firm has been in existence in New York since 1843, and its members, particularly the founder, the late H. B. Claflin, and his son John Claflin, the present president, have been prominent in commercial, financial and civic affairs for more than seventy years.

The assets are said to exceed the liabilities by \$10,000,000.

John Claflin has issued the following statement:

The unprecedented shifting of trade centers in New York has caused a great loss to many interested. In

the case of the H. B. Claflin Co. the uptown movement of business has seriously curtailed our wholesale profits, and has compelled us to rely mainly on the profits from the retail stores throughout the country.

The company's expansion of business has occasioned large business capital requirements which it has not been able to meet. A receivership has therefore been necessary—pending a readjustment of the affairs of the concern.

A plan of reorganization for the concern will soon be presented, and we hope this will meet with the approval of both creditors and stockholders.

The Associated Merchants Co. and the United Dry Goods Co. are not themselves borrowers of money. They are in an exceedingly strong financial position, and the success of their retail stores is assured.

It is stated in banking circles that when the H. B. Claflin Co. suspended interest payments on their notes in 1853 and 1878 no noteholder lost a dollar. The interest was paid by the company after it reorganized its business.

PERSONAL.

AMONG cut glass salesmen Fred. J. Classen stands in the front rank. He was a visitor last week to C. H. Taylor's warerooms in the Fifth Avenue Building. Mr. Classen is a great traveler. He covers a lot of territory in the United States, but has never yet been to Europe. It is one of the pleasures he has in view for the near future. A report was current at the Fort Pitt Hotel, Pittsburgh, last spring that he was about to sail then; but it turned out that he was only going to Bermuda.

Harry S. Clarke, with Graham & Zenger, was operated upon last Saturday for the removal of a bone from his nose. Although a "minor operation," he was a very sick man for a while. At this writing he is doing well, and will be out in a few days.

Samuel Kramer, a young lad in the employ of the Strobel & Wilken Co., has developed a remarkable taste for window dressing and shown his skill to such an extent that people constantly stop to look at his exhibits.

J. H. Law, who conducts an exclusive china and glassware shop in Asheville, N. C., is one of the buyers placing good orders in the market this week. He expects to spend a week or so here.

J. N. Blaun, of the Dotham Jewelry Co., Dotham, Ala., was placing orders for lamps in the market this week. He says the cotton crop is fine this year, which argues for a good fall trade. Mr. Blaun is registered at the New Grand Hotel.

Thos. F. Waldron, formerly of the CROCKERY AND GLASS JOURNAL staff, and now managing editor of the "Sunday Times-Advertiser" of Trenton, N. J., was in the District this week looking up old friends. He is

the same genial "Tommie." Prosperity hasn't changed him in the least.

W. L. Mirrielees, manager of the Chicago office of Manning, Bowman & Co., and brother of H. S. Mirrielees, local manager of the concern, is here spending a few days with the latter.

O. W. Eckland, head of the Central Cut Glass Co., Chicago, which controls several factories in the West, was a visitor in the city for several days this week. He reports splendid business and all his factories working full time.

Lee Kohns, of L. Straus & Sons, has just purchased the handsome Phillip Lydig house, 38 East Fifty-second street, and will make it his future home.

John E. Plummer, representing Graham & Zenger, returned this week from a two months' trip to the Coast, and reports fairly satisfactory business all along the line. He is a veteran at the selling game and usually manages to get results if they are to be had.

L. Bernardaud, head of L. Bernardaud & Co., who has been spending the past six weeks in this country, sailed for home Wednesday on the France.

A. H. Baum, buyer for M. Goldenberg, Washington, D. C., spent several days here this week placing good-sized orders for both china and glassware. He reports that the big addition to the concern's store, which when completed will considerably enlarge his department, is progressing very nicely and is expected to be completed by fall.

John Miller, of Maddock & Miller, sailed for home Thursday on the Adriatic, due to arrive in this port July 3.

T. T. Fryer, covering territory in Pennsylvania, New York and part of Ohio for the Tajimi Co., left last Saturday for a long trip with several trunks of samples of stock lines for fall deliveries, and V. W. Rushbrook left on a similar trip the first of the week through the West and South.

R. H. Pittman, of the R. H. Pittman Co., Lawrenceville, Pa., was in the city for several days conferring with the Ryon Mfg. and Sales Co., who represent his line of cut glass here.

What would be considered by many a rather strenuous way of enjoying a vacation, but what he calls "great fun," will be undertaken by Captain Wm. D. Finke of the Thirteenth Coast Defence Command at Fisher's Island, N. Y., for two weeks, beginning July

28, when he will forget about selling cut glass and enter into artillery practice.



S. A. Weller, Zanesville, O., accompanied by his wife and two daughters, sailed for Europe on the Celtic June 25. He will be back August 25.



A. F. Lemcke, of de la Croix & Lemcke, will sever his connection with the concern July 1 to accept a position as traveling representative for the Quaker City Cut Glass Co., Philadelphia. Mr. Lemcke is thoroughly familiar with this line, having represented it locally during his association with Mr. de la Croix.



George Hamilton, representing Edw. B. Dickinson's English lines, is spending this week in Philadelphia, where he is displaying his samples at the new Adelphia Hotel.



W. G. Dugan is now buyer of glass and hotel china for George H. Bowman & Co., Cleveland. Until recently Mr. Dugan was selling for the F. F. Debolt Co., of East Liverpool.



Morris J. Levy, who had been associated with R. A. Cavanaugh for the past eight years as assistant buyer for A. Lisner, Washington, D. C., has succeeded Mr. Cavanaugh as head buyer of china and glassware for the concern, the latter having resigned, as stated in our last issue, to accept a position with W. B. Moses & Sons, of the same city.

POTTERY INDUSTRY INSPIRES ARTIST.

WORK is prosaic only as we lack imagination. If men who are wont to view all things from the practical side once understood the pleasures of exercising the imaginative faculties they would indulge sometimes in that form of mental recreation.

It has been said that all men are poets—that is, that the poetic feeling is common to all mankind. And we all can recall moments, says a writer in "Domestic Engineering," when, stirred by some story, some picture, some aspect of nature, some little act of kindness or some great act of heroism, we have experienced a feeling which lifted us out of ourselves—made us less common—gave us, in truth, aspirations unfortunately not possible of reconciliation with the stern facts of our workaday employments and environments.

The man who sells lumber may hear the whisper of pine forests on a far-off mountain. He may hear the murmur of the river and the song of the saw-mill. And the man who sells grain may see in fancy the young wheat and scent the fresh earth-odors of the fields after rain.

In the Council Chamber of the City Hall at Trenton,

New Jersey, are two great panels painted by Everett Shinn. For one of these the artist received his inspiration from the pottery kilns of Thomas Maddock's Sons Co.

Perhaps it may seem strange to you that, in the heat and glare of the furnaces, where half-naked men wrought frenziedly to fashion the products so familiar to your craft, there should have been conceived an idea capable of expression in the master painter's art. But why need it seem strange? After all, you who cannot transfer to canvas representation of what you see may see as much as artist or poet. If you were to have spent months, as did Mr. Shinn, in these great potteries—not as a worker or investigator, nor as a statistician—but as one offering plastic sensibilities to the impressions of a great industry, you would never again see an example of the potter's art without association of ideas bringing before you all the tremendous co-ordination of energy and intelligence, of forces and materials there at work.

For, remember, you would have seen but a phase of life, and, looked upon with imagination, every phase of life is susceptible of interpretation in terms of art and poetry, of feeling and sentiment.

THE GOLFERS.

THURSDAY was an ideal day for golfing, and its beauty was reflected in the high spirits of the players. The Essex County Country Club was wisely chosen as the scene of the second of the series of tournaments of the Pottery, Glass and Brass Golf Association, being beautifully situated on the outskirts of Orange, N. J., and the links being all that could be desired.

There is certainly nothing lazy about the boys when a golf game is on. They were on hand at an early hour; and that they would rather golf than eat was shown by the fact that a few even confessed to leaving without their breakfasts.

Following was the morning score:

	out	in	total	hdcp
Wedgwood.....	54	43—	97	6
Higgins.....	47	45—	92	
O'Gorman.....	79	62—	141	
Primrose.....	60	52—	112	
Pitcairn, W. S.....	49	43—	92	
Dithridge.....	no card			
Hinman.....	69	52—	121	
Miller, J. M.....	48	45—	93	
Hamilton....	63	56—	109	
Muirheid....	45	45—	90	
Hawthorne.....	60	47—	107	8
Magee.....	60	50—	110	14
Owens.....	55	52—	107	
McFadden.....	42	41—	83	
Pitcairn, Gilbert.....	48	54—	102	
Smallwood....	59	54—	113	
Peck.....	43	48—	91	
Plumb.....	84	65—	149	
Warren....	69	61—	130	
Lothrop.....	no card			

The afternoon round is on as we go to press.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

One of the handsomest catalogues ever issued by a concern in this district is that of the Pittsburgh Lamp, Brass and Glass Co. Each of the

forty six pages is a color plate showing in detail the various new creations in floor, boudoir, desk, porch and bungalow lamps and portables. Every dealer should have it.

Twenty-three years ago last Saturday Andrew Stock, now the head of the Oriental Glass Co., drew his first pay of \$3 for a week's work for that concern. The business was started by his father, and to day the plant is the largest in the decorated glass specialty business.

The United States Glass Co. this week placed before the trade two bud or stem vases, each twelve inches in height. The base is heavy, but the opening at top is only large enough to admit one flower stem. One vase is plain; the other is a fluted and cut notched design.

"We have been experiencing a very good season on both gas and electric lighting glassware," said S. F. Elkin, of the Elkin Glass Co., this week. "Floral treatments appear to be in best demand, although plain effects are also having a very good run."

The proposition on the part of the Central Classification Committee at its meeting in New York last week to raise the freight rates on glassware within the territory north of the Ohio River and East of the Mississippi River was seriously opposed by the glass manufacturers. The manner in which this increase was sought to be effected was by abolishing "Rule 25" and placing glass under second glass. "Rule 25" in effect is about fifteen per cent off second class. This new classification would mean that the rate to New York from a Pittsburgh base would be increased from thirty-three to thirty-nine cents per hundred pounds, and there would be an increase of six cents per hundred pounds to Chicago. The rates would affect local shipments only, having nothing to do with carload shipping. As stated in our last issue, W. H. Fisher, traffic manager of the United States Glass Co., and W. A. B. Dalzell, of the Fostoria Glass Co., as representatives of the American Associa-

tion of Flint and Lime Glass Manufacturers, filed briefs opposing the increase. The Central Committee will not render a decision for probably a month.

A list of changes in the working conditions of union glass factories, as proposed by the workers, has been submitted to the manufacturers and is to be acted upon at the joint conferences scheduled to be held in Atlantic City in July.

B. F. Pritchard, formerly a member of the firm of Pritchard-Tritschler Co., recently dissolved, will represent a number of glass factories in this locality as a manufacturers' agent.

Gas and electric portables for summer porch use are in very fair demand this season. Local department store managers say that sales are much above those of last summer.

The No. 83 pattern of the Duncan & Miller Glass Co. is having an excellent run. The line is being decorated by the Oriental Glass Co. in blue and gold and ruby and gold, and in this form particularly the entire composition is having a good movement.

Action has been taken in the County Court at Pittsburgh by Emil F. Kupfer, Inc., against the Pritchard-Tritschler Co., claiming \$236.68 for goods sold and delivered.

The demand for decorated glass souvenir specialties this season is heavy. All the factories report heavy orders on hand.

The lamp manufacturers are working hard on new lines for the coming season. A number of original ideas on being perfected, and about August the various creations will be ready for cataloguing.

With a capital stock of \$8,000 the Marienville (Pa.) Glass Co. has been incorporated. Bottles will be made principally.

The Phoenix Glass Co. is making arrangements to increase its working force at the Monaca plant after the

starting of the fires in July, at which time the company will abandon its Washington factory and transfer all its manufacturing to Monaca. What will be done with the Washington plant has not been announced. The new furnace at Monaca is nearing completion.

SAN FRANCISCO AND THE COAST.

BUSINESS is about normal, and there is no complaining, for both wholesalers and retailers say that sales so far this year have been up to, or a little ahead of, last year. Vacations are in order now, and not much is expected in most lines until late in July.

E. Puterman, representing the Russian Antique Importing Co., New York, called on the local trade the past week.

B. F. Heastand has associated with him in business his son, F. D. Heastand, who recently graduated from college. Mr. Heastand, who is Coast representative of the Fostoria Glass Co. and the Smith-Phillips China Co., has added the line of the Colonial Pottery, East Liverpool. He expects to leave on the 29th for southern California on a three weeks' trip. His assistant, Geo. K. Bockman, was forced to cut short his trip to interior towns on account of illness.

F. L. Merrick, representing the Bradley & Hubbard Mfg. Co., stopped in San Francisco again a few days ago upon his return from Los Angeles, and then left for the Northwest.

C. A. Bacon Co. recently received a full line of samples from the Ohio China Co., East Palestine, O. A company in Oakland received its first car of these goods on a twenty-car contract last week.

Léo Himmelstern, of Himmelstern Bros., is expected home next week after showing samples of domestic crockery and glass in southern California.

F. M. Dunn, Coast manager for the United States Glass Co., has completed his trips until fall. He reports business for the first half of the year ahead of the corresponding period of 1913.

J. Lee Richards, manager of the crockery and housefurnishings department of Hale Bros., reports very good returns from the June sales and says general business has picked up in the past two weeks.

Arthur B. Morris, traveler for the cut glass and silverware department of the A. W. Pike Co., left last week for the southern part of the State, to be gone six or seven weeks. Many new samples have arrived recently from the Krantz & Sell Co., making it necessary

for the Pike company to devote more space to the display of this line, which contains a wide assortment of patterns. Ten tables are devoted exclusively to these goods. The concern has a large showing of samples from C. Dorflinger & Sons also.

E. C. Oehme, representing J. Hoare & Co., Corning, N. Y., arrived from the Northwest a few days ago, and expects to spend some little time in California.

Jos. Brunner, manager of the local branch of Bawo & Dotter, is expected home from the south in a few days, and this season's import samples will then be closed out.

Dorn's Ceramic Supply Co.'s lease on its present quarters at 437 Powell street expires next month, and Mr. Dorn is looking for a new location. He is con-

Continued on page 22.

SPECIAL NOTICES.

The cost of advertisements under this heading is \$1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

SITUATIONS WANTED.

EXPERIENCED cut glass salesman is open for a popular-priced cut glass line, having a well-established trade in the South and Middle West. Commission or salary. Selling cut glass for the past fifteen years. Address Box A909, this office.

BUSINESS OPPORTUNITIES.

A FIRST-CLASS firm of English potters having a good connection in United States market require the services of a competent agent. Address all particulars to "ALPHA," this office.

WANTED—A line of show jars and packers' goods for Chicago on commission. A live concern which represents first-class factories in this market, but nothing to compete with this class of goods. Address Box A910, this office.

TO LET FOR BUSINESS PURPOSES.

43=45=47 West Twenty-third Street
through to Twenty-fourth Street

Eight-Story Fireproof Building

Formerly occupied by Geo. C. Flint Co.,

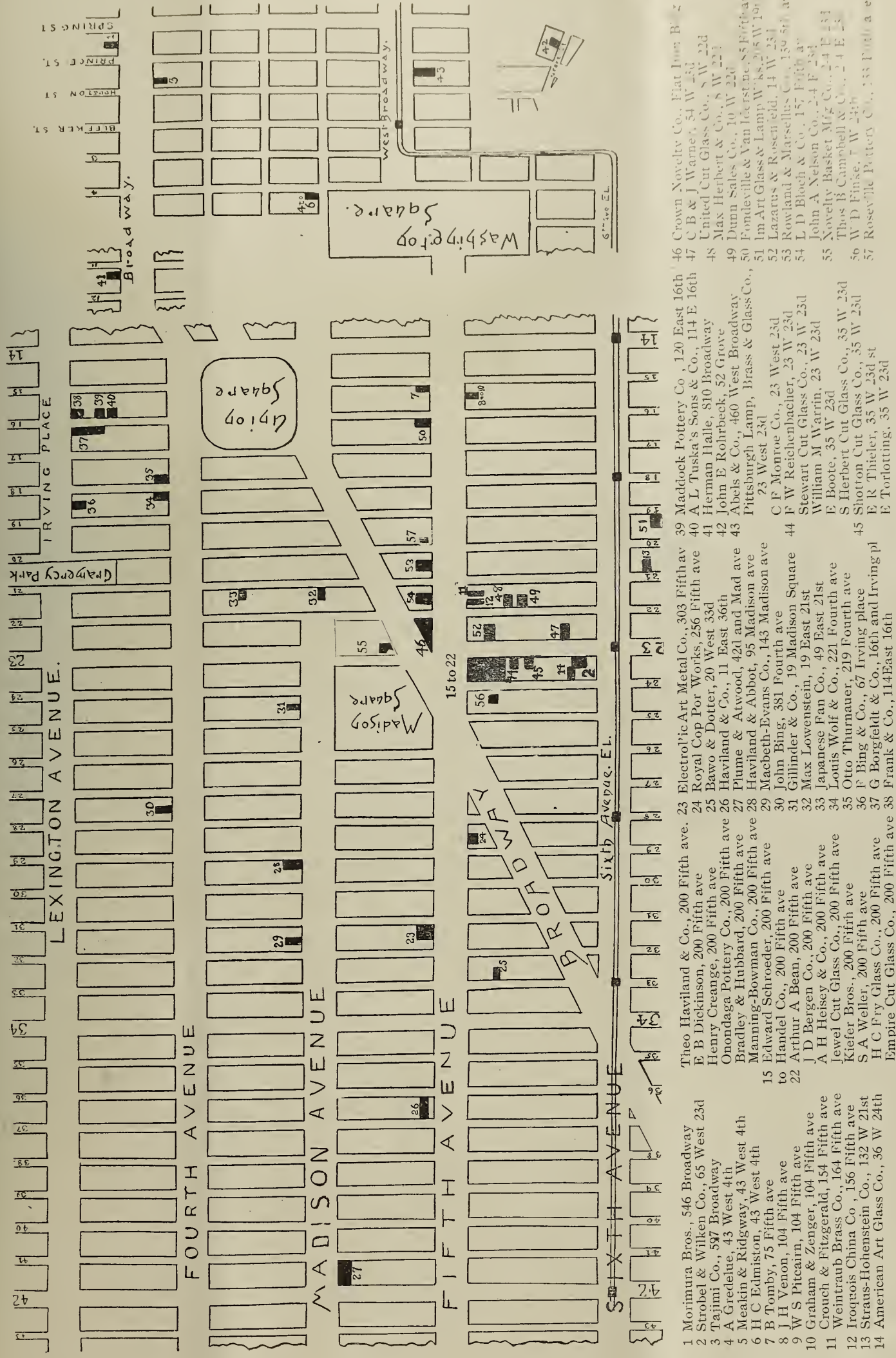
now being thoroughly overhauled and enlarged.
Four new elevators—wiring for light and power—automatic sprinklers.

AGENTS

Firm of L. J. Carpenter

25 LIBERTY STREET

Locations of Firms in the Uptown District.



For descriptions of lines carried, see cards in "Uptown Directory," page 28.

Continued from page 20.

sidering going into the wholesale and import business exclusively, and in that case will take a loft on Mission street. Miss Reynolds, of Chicago, teacher of china painting, is expected at the Dorn store in a few days from Los Angeles. She will bring with her a big display of new designs and patterns.

* *

Jos. Fischler, confidential secretary of the Albert S. Samuels Co., accused of robbing the company's safe on June 9th, at a preliminary hearing Monday was held to answer and his bail set at \$25,000 cash.

* *

C. D. Hayes has opened a five, ten and 15 cent store in Santa Ana, Cal.

* *

Herbert M. Middleton formerly of Los Angeles, has assumed the management of the Stockton store of Hale Bros., succeeding Mr. Evans.

* *

The new store of H. E. Rader and A. T. Swart in Monrovia, Cal., was formally opened to the public last week.

WHAT THEY GAVE THE PORTER.

ON his recent trip to California a traveling man says the Pullman porter acted as though he wanted something from the passengers.

"What do you want?" the salesman asked him.

"Oh, anything you see fit to give, boss," replied the porter.

"All right," said the traveler. "Boys, let's give the porter three cheers." And they did.

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Cut Glass

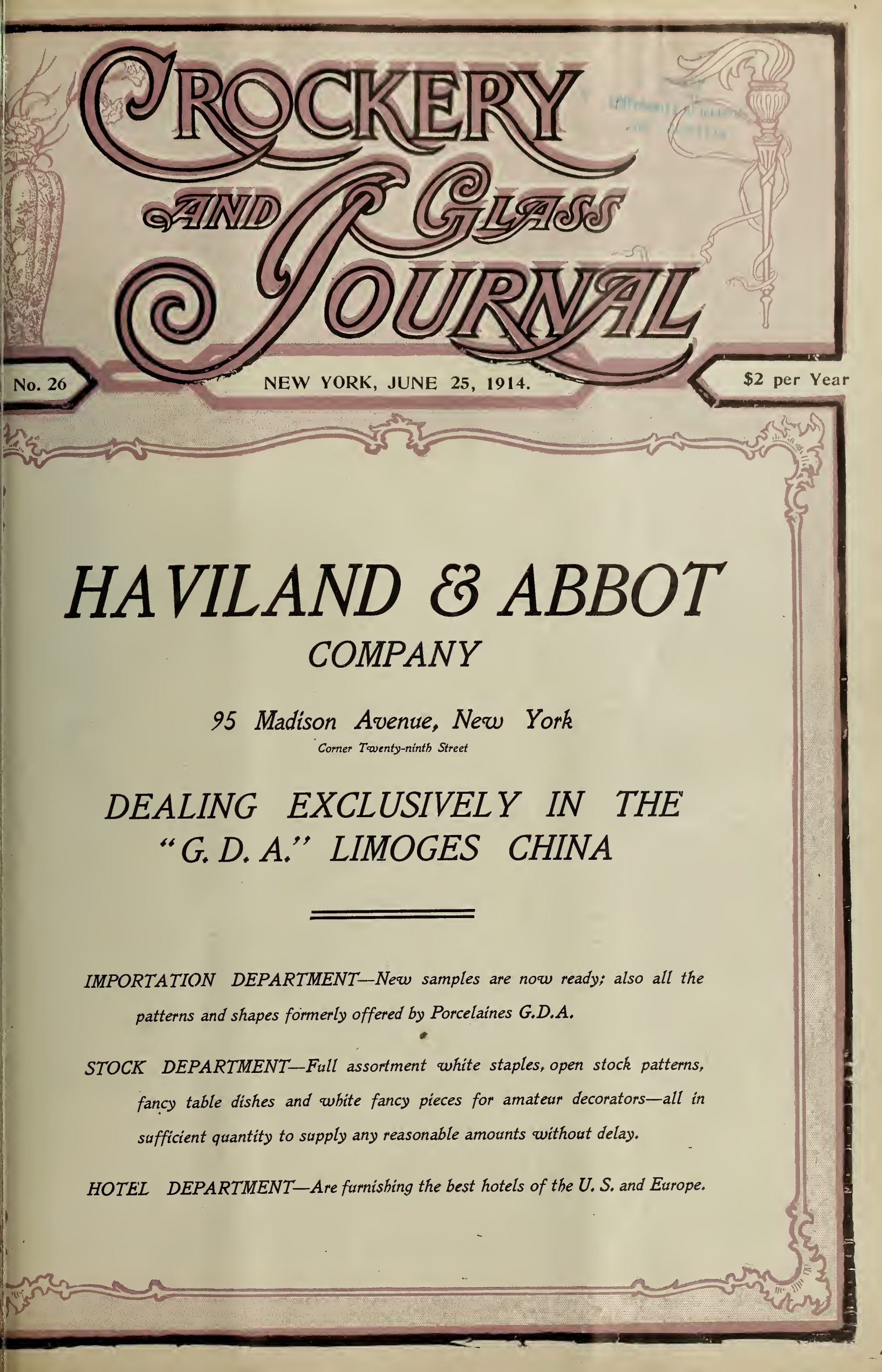
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CROCKERY AND GLASS JOURNAL

No. 26

NEW YORK, JUNE 25, 1914.

\$2 per Year

HAVILAND & ABBOT COMPANY

95 Madison Avenue, New York

Corner Twenty-ninth Street

DEALING EXCLUSIVELY IN THE
"G. D. A." LIMOGES CHINA

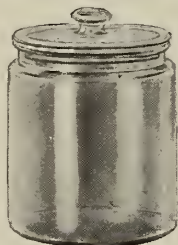
IMPORTATION DEPARTMENT—New samples are now ready; also all the patterns and shapes formerly offered by Porcelaines G.D.A.

STOCK DEPARTMENT—Full assortment white staples, open stock patterns, fancy table dishes and white fancy pieces for amateur decorators—all in sufficient quantity to supply any reasonable amounts without delay.

HOTEL DEPARTMENT—Are furnishing the best hotels of the U. S. and Europe.

CLEAN FOOD CONTAINER.

This container is designed for the purpose of protecting food products from contamination and is particularly adapted for refrigeration use. It will keep your butter, meat, berries, fruit, etc., clean, sweet and wholesome. It is furnished complete with cover and rubber rings and made in the following sizes: 6 oz, 1 qt, 3 pt, 6 pt, 9 pt, 13 pt and 2 gal.

UTILITY JAR.

For general use this jar is unsurpassed. Complies with the Pure Food Laws, which require food products to be covered. Used in the home for condiments, cereals, tea, coffee, etc. Easy to clean and easy to keep clean. It is furnished complete with cover and rubber rings and is made in the following sizes: 1 pt, 1 qt, 3 pt, ½ gal, 1 gal, 2 gal, 3 gal, 4 gal, 5 gal.

SUMMER TIME NECESSITIES.

NOW is the time to prepare your defense against the germ-breeding fly. Swatting and screening of windows is a slow process of extermination, but by keeping your food supplies properly covered you will be safe.

For sanitation, nothing is equal to these jars, and with the covers they are air-tight, keeping out all dust and impure matter.

UNITED STATES GLASS CO.

Pittsburgh. New York. Philadelphia. Boston. Chicago.
Baltimore. San Francisco. Los Angeles. Denver.

Economy Tumbler Company,

Morgantown, W. Va.,

HIGH GRADE LEAD BLOWN WARE.

Thos. G. Jones, 71-73 Murray St., New York.
Geo. A. Granville, 144 Congress St., Boston.
Peacock & Roop, 1007 Filbert St., Philadelphia.

E. W. Newton, 706 Kesner Bldg., Chicago.
F. H. Young, 325 Locust St., St. Louis, Mo.
J. M. Allen, 318 Mack Block, Denver.

The Potomac Glass Company,

MANUFACTURERS OF

Lead Blown Glassware,

CUMBERLAND, MD.

Our specialties consist of Hand-Made Stemware, Light Cut Tumblers, Deep Plate Etchings, full line of Bar Glassware.

Full lines of samples can be seen at our agencies:

THOS. G. EDGE,
66 West Broadway, New York.

C. H. PARSHALL,
409 Granite Bldg., St. Louis, Mo.

J. S. WALKER & CO.,
Northeast Corner
Hanover and Lombard Sts
Baltimore, Md.

GEO. H. RUTH,
16 N. Sixth St., Philadelphia Pa.

J. S. DAWES,
95 Pearl St., Boston, Mass.

A Revelation in Cut Glass Values.

The J. D. BERGEN CO. KIEFER BROS., Inc.,

announce the opening of their new salesroom in the
FIFTH AVENUE BUILDING, SUITE 264.

It will pay the buyer to get acquainted with our combined lines, offering a magnificent display of wonderful selling patterns, covering a wide range of prices, that will supply his entire needs.

A new line of silver deposit ware, plateaux and metal novelties also ready for inspection.

CHICAGO SALESROOM :
Silversmith Building,
10 S. Wabash Ave.

DOWNTOWN SALESROOM :
50 PARK PLACE.

FACTORIES :
Meriden, Conn.
Brooklyn, N. Y.



PART OF GRAHAM & ZENGER'S BEAUTIFUL DISPLAY ROOMS AT 102-4 FIFTH AVE.

For Rent—Offices, Showrooms and Lofts from \$200 to \$10,000 per annum. All sizes

ROTHSCHILD REALTY CO. Anthony LoForte
AGENT ON PREMISES.
Phone—4990 Chelsea.



HAVILAND & ABBOT COMPANY

95 Madison Avenue
Corner Twenty-ninth St.

Dealing Exclusively in the
"G.D.A." Limoges China

IMPORTATION DEPARTMENT—New samples are now ready; also all the patterns and shapes formerly offered by Porcelaines G.D.A.

STOCK DEPARTMENT—Full assortment white staples, open stock patterns, fancy table dishes and white fancy pieces for amateur decorators—all in sufficient quantity to supply any reasonable amounts without delay.

HOTEL DEPARTMENT—Are furnishing the best hotels of the U. S. and Europe.



ON FRENCH CHINA

these stamps mean quality :

B & Co
FRANCE

Mark on White

L. Bernardaud & Co
Limoges

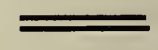
Mark on Decorated



WE have samples of all our new wares on exhibition, which include rich decorations and popular-priced designs. They are the best we have ever had.

We carry open stock patterns ready for immediate shipment.

Send for booklet.



L. Bernardaud & Co.,

46 MURRAY ST., NEW YORK.

A. GREDELUE.



- Glassware.
- Toilet Ware.
- Light and Deep Rock Crystal.
- Fancy Goods.
- Electroliers

The Well-Known Trade Mark:

Baccarat Glassware

FACTORIES AT

Baccarat, Rambervillers, Bertrichamps.

43 to 51 West Fourth St., New York.

FROM STOCK.



WE are prepared with long lines of Spring goods, all new and good, to be delivered from stock.

We show DINNERWARE in open stock and regular sets, FANCY GOODS, BRIC-A-BRAC, CUT GLASS and SILVER DEPOSIT in popular designs and at prices which induce buying.

IMPORT SAMPLES STILL INTACT.



BAWO & DOTTER,

Limited

20 to 28 West 33d St., New York

FONDEVILLE & VAN IDERSTINE
 HAVE REMOVED TO
 85 FIFTH AVENUE, NEW YORK.
 Corner Sixteenth St.

Etablissements Guerin & Co.

Wm. Guerin & Co.

J. Pouyat & Co.

LIMOGES,
 FRANCE.

Special Samples for
 Hotels, Restaurants and Clubs.

33 PARK PLACE, NEW YORK.

REMOVED.

We have moved our New York Office
 and are now located at

200 FIFTH AVENUE (Fifth Avenue Building),
 Rooms 358 and 360.

where we will be glad to see the trade.

NOTE OUR NEW TELEPHONE NUMBER: "GRAMERCY 549."



A. H. HEISEY & CO.,
 NEWARK, OHIO.

610 Denckla Bldg., Philadelphia, Pa.
 122 W. Baltimore St., Baltimore, Md.

144-150 Congress St., Boston, Mass.
 510 Heyworth Bldg., Chicago, Ill.

ESTABLISHED 1818.



For practically a century Libbey Cut Glass has been the world's standard of excellence.

In all that time never, to our knowledge, has the Libbey name been etched on any piece with the slightest flaw or imperfection.

With such scrupulous exactness characterizing Libbey methods, is it any wonder that you and your customer *know* there is but one choice in selecting cut glass?—

Libbey
"THE WORLD'S BEST"

This name etched on every piece.



The Libbey Glass Co.,

TOLEDO, OHIO.

Importations of China from

Theodore Haviland

Limoges.
FRANCE.

FOR THE PAST EIGHT MONTHS

exceed in number of casks those of **ANY**
OTHER BRAND by over

30 per cent.

Proving this china to be the most popular and
most widely distributed of **ANY MAKE**
OF FRENCH CHINA.

THEODORE HAVILAND & CO.

200 FIFTH AVENUE

NEW YORK



Jones, McDuffee & Stratton Co.

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

BLUE SPODE'S TOWER,	W. T. Copeland & Son.
MONTEREY,	Ridgways.
Flow Blue MEISSEN, Onion pattern,	"
Old Blue WILLOW,	"
The ORLOFF,	"
The NAPLES WREATH,	"
The MELBA,	"
The BRIDAL WREATH, Hotel,	"
The GENEVA, Hotel,	"
The DUSSELDORF,	"
Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT,	"
The SANTOS, White and Gold,	"
The HEVELLA,	"
The GROSVENOR,	"
The BARODA,	"
The MIKADO, Green and Gold,	"
The ARNO	"
The CASPIAN	"
The PONTRACINA	"
The VALENCIA LACE, Hotel,	"
The LAREDO,	"
The WINDERMERE,	Alfred Meakin, Ltd.
The HANSA,	"
The SENATE,	"
The BLEU DE ROI,	"
The IVANHOE,	"
MARENGO	W. H. Grindley & Co.
The PERSIAN,	"
The ROSALIND,	"
The ALGERIA,	"
The EMPIRE,	Upper Hanley Pottery Co.
Old BLUE CANTON China, Hong Kong.	"
Old BLUE FITZHUGH China,	"
Green and Gold MEDALLION Canton China, Hong Kong	L. Bernardaud & Co.
The FONTENAY,	Villeroy & Boch, Dresden
The LAFAYETTE,	Royal Worcester Porcelain Co.
LACE BORDER and ROSETTE,	"
Green FESTOON	"
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The ALEXANDRA,	Booths, Ltd.
The MARQUIS	"
The BELGRADE China,	Doulton & Co.
The ST. LAZARE SPRAY,	Haviland & Co. China.
The OPORTO,	"
The DONHOFF,	"
The SPRINGTIME	"
The MONTEBELLO,	"
The SONDERBURG,	"
The MAYENNE,	"
The PRINCESS,	"
The AMSTEL	"
The ST. GEORGE, Gold Encrusted	"
The COUNTESS,	"
The AUTUMN LEAF,	"
The LISBON,	"
The BRETAGNE,	"
The MONACO,	"
The VALMONT,	"
The FRONTENAC,	"
The CASTIGLIONE,	Porcelaines G D A Chine.
The MALABOR, Hotel,	"
EMPIRE WREATH,	"
The BALUSTERE, Hotel,	"
The CALVADOS, Encrusted Gold,	"
FONTAINBLEAU,	"
BLEU DE FOUR, Encrusted Gold.	The NAVARRE. J. Pouyat
White and Gold Encrusted, the LORRAINE,	"
The ATHENA,	"
The NARBONNE, Green Band and Gold Lace,	"
The FULDA, Austrian China.	"
The MUNICH	"
The GRENADA.	"
The LONATO,	"
The BARONIAL, White and Gold, Bavarian China.	"
The METTENBURG,	"
The GOLCONDA, Encrusted Gold,	"
The CASSEL,	"
The LOUVRE,	Theodore Haviland & Co
The HANOI,	"
Royal Dresden BLUE ONION Porcelain, Crossed Swords brand.	"
MEISSEN CHINA (Dresden) Blue Onion.	"
The ODESSA, White and Gold Encrusted,	John Aynsley & Co.
and other stock patterns from original sources.	

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, Knowles, Taylor & Knowles, and others.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 9,000 BINS occupied in our main store and our storehouse in South Boston.

"Stock Patterns" which cannot be readily matched cause more annoyance than profit.



1489. Bud Vase
Poppy.

OUR NEW CATALOGUE

showing the beautiful "Eminence" and "Ontario" designs, which have caused such a stir in the cut glass market, as well as the latest specials and novelties, all displayed by actual photographs is now ready for distribution.

MAILED UPON REQUEST.

THE KRANTZ & SELL CO.
HONESDALE, PA.

YOU MUST SEE THE

IRVING CUT GLASS LINE

to appreciate real cut glass. New 1914 catalogue now ready.

IRVING CUT GLASS CO.,
HONESDALE, PA.

REPRESENTATIVES:

F. W. Reichenbacher, 23 W. Twenty-third St., New York.
E. F. Bokee, 122 W. Baltimore St., Baltimore, Md.
A. J. Lehre, 268 Market St., San Francisco, Cal.

HONESDALE UNION CUT GLASS CO.

For a real leader in vases and jugs call and see our new Tango pattern. Now on display at our showrooms.

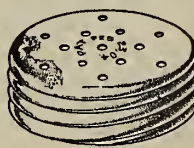
25 West Broadway, New York. Room 41. Mr. Paul Vollrath.
17 South Third St., Philadelphia. Mr. Charles Krall.
And at our factory at Honesdale, Pa.

EFFICIENCY ENGINEER **J. T. FULLER,** PUBLIC ACCOUNTANT

COST SYSTEMS.

Columbus Savings and Trust Bldg., Columbus, O.

Sole Owner of the
Patent



Celluloid "Salt and Pepper" Caps

Made Only by

Hogan Mfg. Co., Inc. Nepera Park, N. Y.

From special material. Does not break or slip. Write for samples and prices.

J. L. Garvey, City Agent, 10 W. Broadway, N. Y.

You can increase your profits with an efficient cost system.

W. E. LANGDON

Certified Public Accountant.

Efficiency Engineer.

HARRISON BUILDING, COLUMBUS, O.

IMPERIAL ART GLASS AND LAMP WORKS

Le Berthon & Vallin, Props.,

205-9 WEST NINETEENTH ST., NEW YORK,

Manufacturers of Art Glass Shades & Gas & Electric Portables.

Boston Office, 41 Pearl St.

Chicago Office, 908 Kesner Bldg.

Toronto Office, 23 Manchester Bldg.

Portland, Ore., Office, 313 Hamilton Bldg.

Haviland China

is stamped

Haviland on white china
France

Haviland & Co. on decorated china
Limoges

We respectfully remind dealers that the china stamped "Haviland" or "Haviland & Co." is the only china known since 1840 as Haviland China and that any other ware with the name Haviland in its stamp cannot be lawfully sold as Haviland China, or without the mention of the name in full with which it is stamped.

Any infringement upon our exclusive right to the denomination of "Haviland China" for our ware would oblige us to sue the offender for damages.

Haviland & Co.
11 East 36th St., New York

Downtown Directory.

COX & LAFFERTY,

Direct factory representatives of glassware, china, etc.,
No. 25 PARK PLACE.

JUSTIN THARAUD,

Sole agent for L'Union Ceramique, Limoges, France.
25 WEST BROADWAY.

J. J. HINES,

B. & H. French Dinnerware, Fancy China, French and
Bohemian Glassware.
25 WEST BROADWAY.

C. DORFLINGER & SONS,

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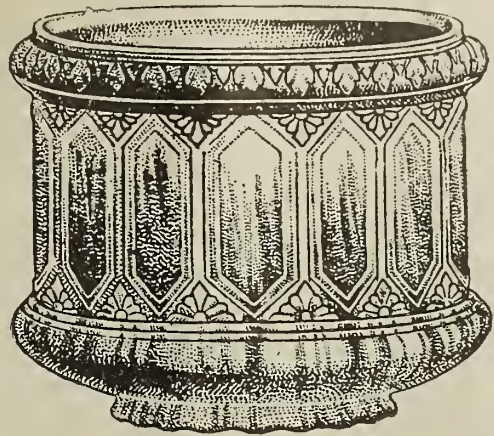
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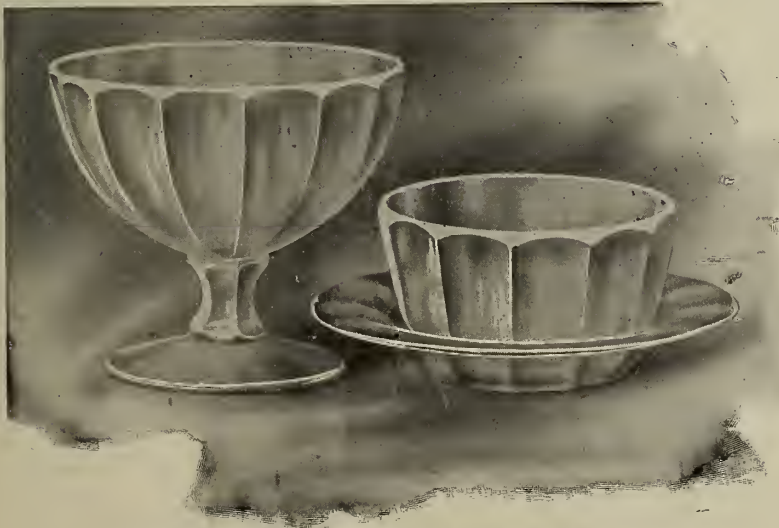
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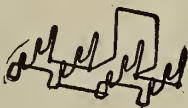
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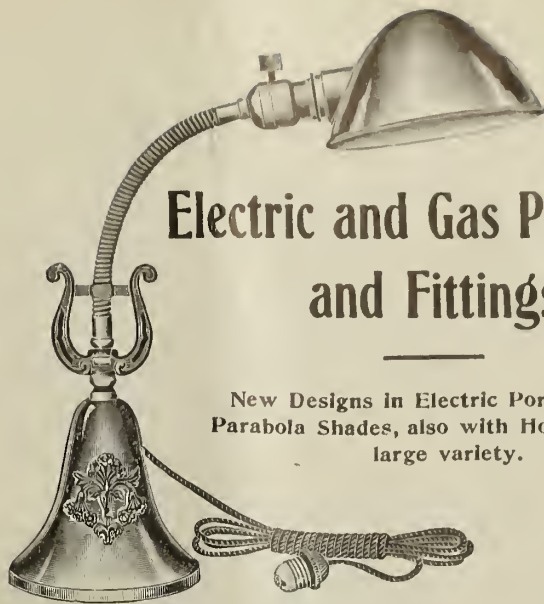
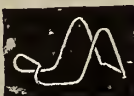
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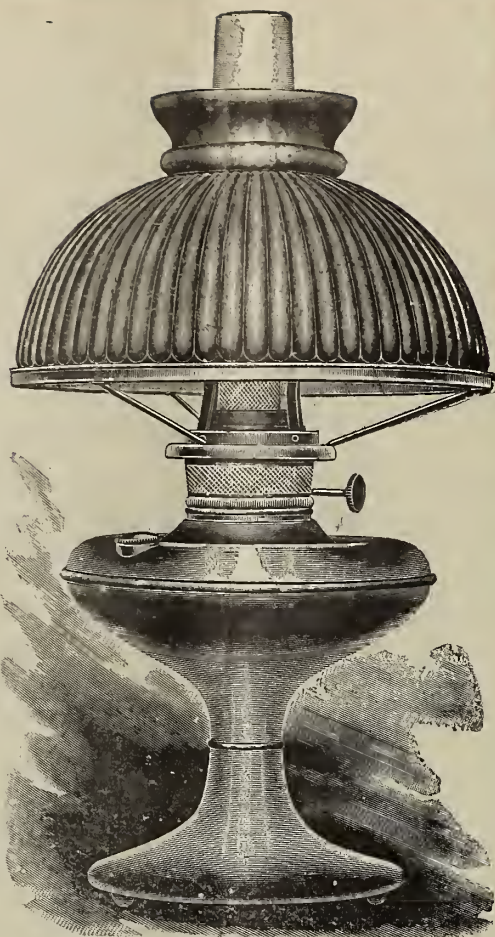
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